

GRAIN DEALERS JOURNAL

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PRICE \$1.55 PER YEAR
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NOW

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In Organized Markets Only Members of the Local Grain Exchange Will Be Listed

AMARILLO, TEX.

Panhandle Gr. & Elevtr. Co., whsle. gr., fld. seeds.*
Plains Gr. Co., E. S. Blasdel, millet, cane, kafir.*

ATCHISON, KANS.

Blair Elevator Co., receivers & shippers.*

ATHENS, GA.

Eppes, Wm. E., grain, hay, flour, produce.

ATLANTA, GA.

Gregg & Son, J., wholesale brokers, grain, hay.*

BALTIMORE, MD.

Chamber of Commerce Members.

Baltimore Grain Co., receivers & exporters.*
Baltimore Pearl Hominy Co., corn pdts.*
Blackburn & Co., C. P., grain rcvrs., exporters.*
Dennis & Co., grain merchants.*
England & Co., Chas., grain, hay.*
Fahey & Co., John T., gr'n receivers & expts.*
Hammond, Snyder & Co., Inc., receivers, expts.*
Hax & Co., G. A., grain, hay, seeds.*
Lederer Bros., grain receivers.*
Manger & Co., J. A., grain, seeds, hay.*
Robinson & Jackson, gr. com. merchants.*

BEAUMONT, TEX.

Archer Brkg. Co., W. R., grain broker.

BLOOMINGTON, ILL.

Baldwin Grain Co., brokers.*
Hasenwinkle Grain Co., brks. of country grain.
Slick & Co., L. E., grain brokers.
Worth-Gyles Grain Co., cash and future grain.*

BOSTON, MASS.

Chamber of Commerce Members.

Benzaquin, Matthew D., grain brokerage, com'n.*
Cressey, Fred L., hay, grain, bkg. com.
Jaquith, Parker, Smith & Co., wheat barley millo.*
Marden & Co., C. F., grain brokers.
Merigold & Co., A. I., chicken wheat specialists.
Taft, R. C., grain broker.

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Churchill Gr. & Seed Co., rcvrs., shippers.*
Doorty-Ellsworth Co., Inc., brokerage commission.*
Electric Grain Elevtr. Co., consignments.*
Harold, A. W., grain, barley a specialty.
Irwin, Dudley M., barley.*
Pratt & Co., receivers, shippers of grain.*
Taylor & Bournique Co., receivers and shippers.*
Urmston Grain Co., grain commission.*

CAIRO, ILL.

Board of Trade Members.

Antrim & Co., H. S., receivers, shippers.*
Halliday Elevtr. Co., grain dealers.*
Hastings-Stout Co., grain and hay.
Magee-Lynch Grain Co., grain.*
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Thistlewood & Co., grain and hay.

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Gifford-Matthews Co., grain and grain pdts.*

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Bailey & Co., E. W., grain commis'n merchants.*
Bartlett-Frazier Co., grain merchants.*
Bennett & Co., Jas. B., commission merchants.*
Brennan & Co., John E., grain com'is'n mchts.*
Carhart Code Harwood Co., grain commission.*
Dole & Co., J. H., grain and seeds.*
Freeman & Co., Henry H., grain, hay, straw.
Gerstenberg & Co., commission merchants.*
Hales & Edwards Co., grain merchants.*
Harvey Grain Co., corn and oats.*
Hitch & Carder, commission merchants.*
Holt & Co., Lowell, commission, grain and seeds.
Lamson Bros. & Co., consignments solicited.*
Lewis & Co., F. S., grain & provisions.*
Lipseay & Co., grain commission.*
Logan & Bryan, options, cash grain.*
Lowitz & Co., E., grain commission.*
McKenna & Rodgers, commission merchants.*
Mumford & Co., W. R., grain, hay, millstuffs.*
Norris Grain Co., grain merchants.*
Paynter, H. M., grain and field seeds.
Perrine & Co., W. H., grain and commission.*
Press & Co., W. G., grain, provisions, stocks, etc.
Quaker Oats Co., buyers of grain.
Rosenbaum Bros., receivers, shippers.*
Rothchild Co., D., receivers & shippers.*
Rumsey & Company, grain commission.*
Sawyers Grain Co., grain commission.*

CHICAGO (Continued).

Schiffin & Co., P. H., commission.*
Shaffer & Co., J. C., grain merchants.*
Simons, Day & Co., grain merchants.*
Somers, Jones & Co., grain and field seeds.*
Thayer & Co., C. H., receivers-shippers.*
Ware & Leland, grain and seeds.*

CINCINNATI, O.

Grain & Hay Exchange Members.

Blumenthal, Max, grain, feed, hay and straw.*
Brouse-Skidmore Co., grain, hay, feed.*
Early & Daniel Co., grain, hay, feed.*
Perin Bros., want corn.*
Mutual Commission Co., hay, grain and feed.*

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Grain and Hay Exchange Members.

Bailey, E. I., grain and millfeed.*
Cleveland Grain Co., The, receivers and shippers.*
Cuyahoga Grain Co., hay, grain, feed, flour.
Gates Elevtr. Co., The, rcvrs. & shprs.*
Lake Shore Elevtr. Co., grain and feed.*
Sheets Elevator Co., The, grain, hay, straw.*
Shepard, Clark & Co., grain merchants.*
Star Elevtr. Co., receivers, grain, hay, straw.*
Strauss & Co., H. M., rcvrs., shprs. hay & grain.*
Union Elevator Co., The, grain and hay.*

DALLAS TEX.

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Purity Oats Co., buyers of grain.

DENVER, COLO.

Grain Exchange Members.

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Best & Co., J. D., buy and sell all grains.*
Crescent Flour Mills, The, wheat, corn, oats.*
Denver Elevator. We buy & sell grain & beans.*
Hungarian Flour Mills, wheat, corn, oats, etc.
Kellogg Gr. Co., O. M., rcvrs. & shprs.*
O'Donnell Grain Co., wholesale grain.*
Phelps Grain Co., T. D., wholesale grain.*
Summit Gr'n & Coal Co., wh't. corn, oats, rye, bl'y.*
Thompson Merc. Co., The, W. F., wholesale hay.*

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Caughy-Jossman Co., grain & seeds.*
Dumont, Roberts & Co., receivers, shippers.*
Huston, C. R., gr., hay congnts, a specialty.*
Lichtenberg & Son, oats, corn, hay, straw.
Simmons & Co., F. J., grain & hay.*

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Dorsey Grain Co., receivers, shippers.

FRANKFORT, IND.

Frank & Co., William, grain brokers.

GREENVILLE, O.

Grubbs Grain Co., E. A., track buyers.*

HASTINGS, NEBR.

Elder, Fred W., whsle. grain, hay, mill pdts.*
Koehler-Twidale Elevator Co., grain dealers.*
Stockham Grain Co., E., whole grain & feed.*

HOUSTON, TEX.

Gulf Grain Co., grain, hay, millfeed.*

HUTCHINSON, KAN.

Board of Trade Members.

Bolin Hall Grain Co., Kansas hard wheat.

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Board of Trade Members.

Belt Elevtr. & Feed Co., receivers and shippers.
Bingham-Hewett-Scholl Co., grain merchants.*
Boyd Grain Co., Bert A., strictly brkg. & com.*
Hayward-Rich Grain Co., grain commission.
Heinwiler Grain Co., receivers and shippers.
Hoosier Grain Co., consignments only.
Kinney Grain Co., H. E., receiver and shipper.*
Lowitz & Co., E., grain commission.*
McCardle-Black Co., grain merchants.*
Minor, B. B., grain consignments solicited.
Montgomery & Tompkins, receivers and shippers.
Shotwell & Co., C. A., commission, bkg.
Urmston Grain Co., receivers & shippers.*
Witt, Frank A., grain commission & brokerage.*

JACKSON, MICH.

Stockbridge Elevtr., trk. buyers, slrs., gr. & sds.

KANSAS CITY, MO.

Board of Trade Members.

Addison-Renton Grain Co., consignments.
Aylsworth Grain Co., receivers, shippers.*
Beyer Grain Co., consignments & mill orders.
Bruce Bros. Grain Co., consignments.

KANSAS CITY, MO. (Continued).

Christopher & Co., B. C., kafir, feterita, millo.*
Croysdale Grain Co., grain commission.
Davis Grain Co., A. C., grain commission.
Denton Kuhn Gr. Co., consignments.*
Ernst-Davis Grain Co., commission.*
Fisher Gr. Co., C. V., receivers & shippers of gr.*
Frisko Elevators Co., grain merchants.*
Goffe & Carkeener, rcvrs. and shprs. of grain.*
Hall-Baker Grain Co., consignments.
Hinds Grain Co., The, receivers, shippers.*
Kemper Mill & Elevtr. Co., grain and feed.*
Langenberg Bros. Gr. & Hay Co., rcvrs., shprs.
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Moore-Lawless Grain Co., grain receivers.*
Moore-Seaver Grain Co., receivers & shippers.*
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Parker Corn Co., corn, oats, kafir, millo.*
E. E. Roaken Grain Co., consignments.
Root Grain Co., consignments and futures.*
Soulard-Bishop Grain Co., consignments.
Simonds-Shields-Lonsdale Gr. Co., rcvrs.-expts.*
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Twidale-Wright Grain Co., consignments-futures.
Thresher Fuller Grain Co., grain commission.*
Vanderslice-Lynds Co., commission merchants.*
Western Grain Co., shipper (a specialty).*

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Munn-Burrow Brokerage Co., grain, hay millfeed.*
George Niemeyer Grain Company.*
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LIMA, O.

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Edinger & Co., grain, hay, flour.*
Fruechtenicht, Henry, hay, grain, mill products.*

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Moon-Taylor Co., grain and hay brokers.*

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Buxton, E. E., broker and commission merchant.*
Davis & Andrews Co., grain dealers.*
Hasenwinkle Co., H. J., consignments.
U. S. Feed Co., grain, hay, millfeed.
Webb & Maury, brokers and com. merchants.*

MERCER, MO.

Alley Grain Co., oats, corn, wheat, seeds.*

MIDDLETOWN, CONN.

Meech & Stoddard, Inc., grain, feed, hay, flour.*

MILWAUKEE, WIS.

Chamber of Commerce Members.

Donahue Stratton Co., grain merchants.*
Hensley & Owen, grain commission.*
Kamm Company, P. C., barley and rye.*
Rankin, M. G., & Co., grain and feed.
Rialto Elevtr. Co., grain receivers & shippers.*
Taylor & Bournique Co., shprs. corn, oats, barley.*

MINNEAPOLIS, MINN.

Chamber of Commerce Members.

Benson, Stabek Co., grain com.*
Carter, Sammis & Co., grain commission.
Cereal Grading Co., grain merchants.*
Dalrymple Co., William, gr. com.*
Davies & Co., F. M., grain commission.*
Getchell-Tanton Co., grain rcvrs.-shprs.*
Gould Grain Co., receivers & shippers.*
Hankinson & Co., H. L., grain commission.
Lewis & Co., Chas. E., consignments.*
Marfield Grain Co., grain commission.*
McCaull Dinsmore Co., consignments solicited.*
Randall, Gee & Mitchell, grain com.
Scroggins McLean Co., corn and oats.*
Van Dusen-Harrington Co., grain merchants.*
Woodward Newhouse Co., grain merchants.*
Zimmerman, Otto A., barley & oats my spec'lty.*

The GRAIN DEALERS JOURNAL.

(Incorporated)

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Chicago, Ill., U. S. A., September 25, 1918

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Directory of the Grain Trade

In Organized Markets Only Members of the Local Grain Exchange Will Be Listed

NEWARK, N. J.

Smith & Wallace Co., J. C., receivers, shippers.

NEW ORLEANS, LA.

Steele Co., The J. H. W., gr. frt. brok. & forwdrs.*

NEW YORK CITY.

Produce Exchange Members.

Brainard Commission Co., consignments.*
Blake, Thomas M., buyers—quote us.*
Jones & Co., M. B., buyers—quote us.*
Knight & Company, commission merchants.*
Morey, L. A., grain.
Therrien, A. F., broker.

OKLAHOMA CITY, OKLA.

Grain Exchange Members.

Conyers Grain Co., grain merchants.*
Dustin Grain Co., grain, feed, seeds.*
Langenberg Bros. Gr. Co., grain merchants.
Oklahoma Export Co., grain commission.*
Okla. City M. & E. Co., grain mer., mlrs.*
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Stowers Grain Co., W. B., com. merchants.

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United Grain Co., grain commission.
Udpike Grain Co., consignments.*

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Conover Grain Co., E. B., grain commission.*
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Feltman Grain Co., C. H., grain commission.*
Grier & Co., T. A., grain commission.*
Harwood-Young Co., grain commission.

PEORIA (Continued).

Luke Grain Co., grain commission.*
McFadden & Co., G. C., consignments.
McCreery & Son, J. A., wheat, corn, oats.*
Miles, P. B. & C. C., grain commission.*
Mueller Grain Co., receivers and shippers.*
Rumsey, Moore & Co., grain receivers.*
Warren Com. Co., consignments.*

PHILADELPHIA, PA.

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Lemont & Son, E. K., hay, grain, millfeed.
Miller & Soas, L. F., grain, seeds, hay.*
Richardson Bros., grain, flour, millfeeds.*
Richardson, Geo. M., grain and feeds.*
Rogers & Co., E. L., hay, straw, grain, feed.*
Scattergood & Co., S. F., corn-oats.
Taylor & Bournique Co., shippers corn-oats.*
Young & Co., S. H., wheat, corn, oats.

PINE BLUFF, ARK.

Riley Feed Mfg. Co., mfrs., alfalfa, molasses & chicken feeds; jobbers mill feeds & cereals.

PITTSBURGH, PA.

Members Grain and Hay Exchange.

Elwood & Co., R. D., hay and grain.*
Geddel & Leubin, grain and hay.
Heck & Co., W. F., grain, hay, millfeed.*
Herb Bros. & Martin, grain and hay.
McCague, R. S., grain, hay.
Walton Co., Samuel, grain and hay.*

PONTIAC, ILL.

Balbach, Paul A., grain buyer, all markets.

PUEBLO, COLO.

McClelland Met'l I. & R. Co., grain, hay & feed.*

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Sloan Simmons Grain Co., consignments.*

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Brockman & Co., Arthur, grain commission.
Bryant, Tilghman A., grain broker-consignments.
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Graham & Martin Grain Co., grain commission.*
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Hunter Grain Co., grain merchants.
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Morton & Co., grain commission.*
Nanson Commission Co., grain commission.*
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Kuhn & Co., Paul, receivers and shippers.*

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De Vore & Co., H. W., grain and seeds.*
King & Co., C. A., grain and seeds.*
Southworth & Co., grain and seeds.*
Wickenniser & Co., John, grain recvrs., shippers.
Young Grain Co., The, grain receivers & shippers.*
Zahn & Co., J. F., grain, seeds.*

WICHITA, KANS.

Board of Trade Members.

Beyer Grain Co., consignments & mill orders.
Bruce Bros. Grain Co., Consignments.
Wichita Terminal Elev. Co., wheat, corn, oats.

WICHITA FALLS, TEX.

Priddy Grain Co., dom. & export grain.*

WINCHESTER, IND.

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Exchange Members

CLEVELAND

Grain and Hay
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E. I. BAILEY

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Receiver and Shipper of
Corn, Oats, Millfeed

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Members

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Board of Trade
Members

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Fred Vawter Lew Hill
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about having you send a trial car.

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511 Board of Trade Building
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Summit Grain & Coal Co., The

Wheat, corn, oats, rye, barley. We always buy and sell.

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Receivers and shippers of all kinds of grain.

Denver Elevator

We buy and sell grain of all kinds, also beans.

Crescent Flour Mills, The

We buy wheat, corn, oats, beans, etc.

Western Grain Co.

Receivers and shippers, grain and beans.

Hungarian Flour Mills

Dealers in wheat, corn, oats, rye and barley.

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CAIRO

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H. S. Antrim & Company

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CAIRO, ILLINOIS

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Produce Exchange
Members

TOLEDO

Produce Exchange
Members

JOHN WICKENHISER & CO.

Wholesale Grain Dealers
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We make track bids and quote delivered prices. Solicit Consignments of Grain and Clover Seed. Members Toledo Produce Exchange and Chicago Board of Trade.

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C. A. KING & CO.

Like Billy Sunday, they deal in cash and futures

Southworth—Toledo

Ship us your
WHEAT

DO IT NOW

Place your name and business before the progressive grain elevator men of the entire country by advertising in the Grain Dealers Journal. It reaches them twice each month.

Halliday Elevator Company

Cairo, Illinois

Grain Dealers

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- CHICAGO BOARD OF TRADE
- ST. LOUIS MERCHANTS' EXCHANGE
- ILLINOIS GRAIN DEALERS' ASSOCIATION
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Members**TWIDALE-WRIGHT GRAIN CO.**Board of Trade, KANSAS CITY, MO.
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CONSIGNMENT SPECIALISTS
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Wheat Calculator
231 BOARD OF TRADE KANSAS CITY**HALL-BAKER GRAIN CO.**Buyers and Sellers of Grain
CONSIGNMENTS
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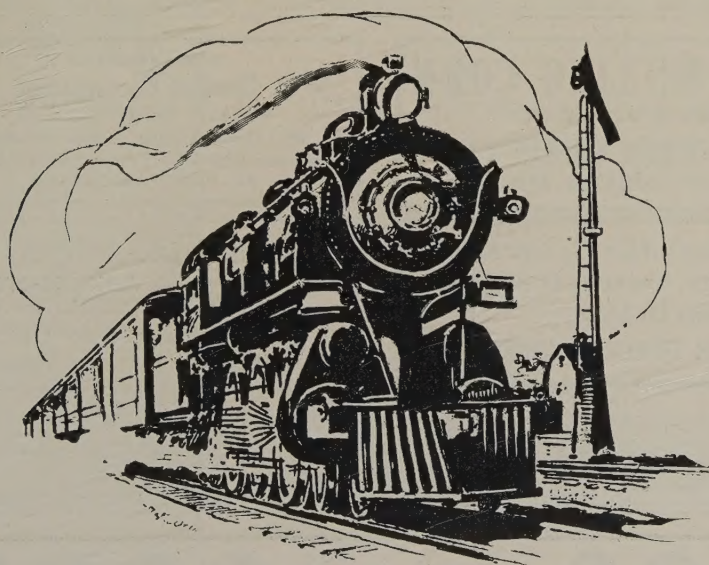
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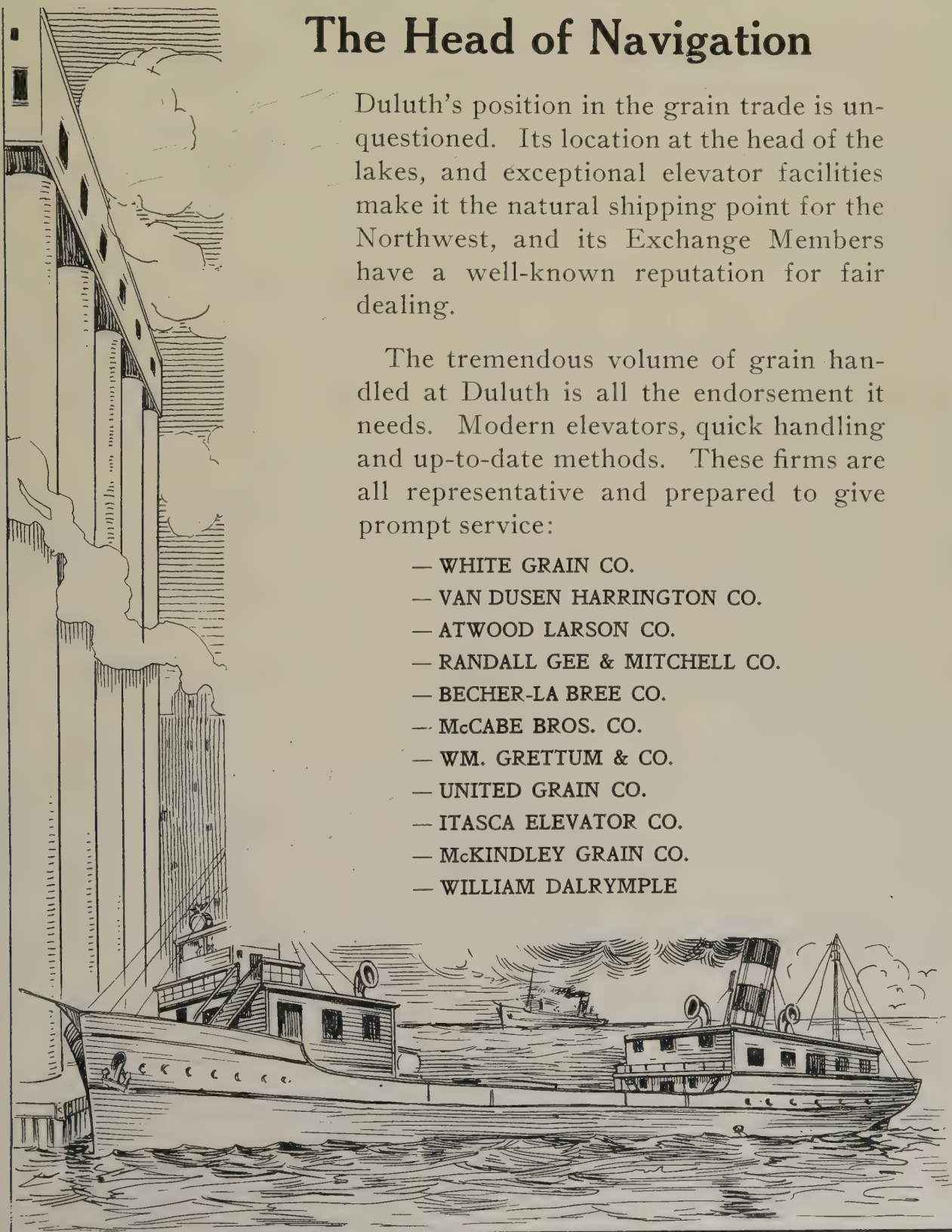
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GRAIN
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C. H. THAYER & CO.

Receivers and Shippers

Send us your wheat and
other grains for best net
results.

Rookery Building, CHICAGO

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J. Herbert Ware
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CONSIGN
your Grain and Seeds, and
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GRAIN DEALERS JOURNAL, CHICAGO

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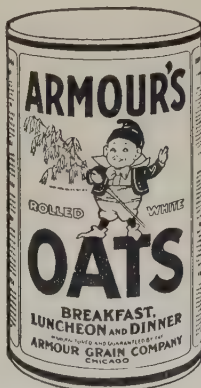
522 Western Union Building, **CHICAGO**

Members Chicago Board of Trade

Hitch & Carder**Commission Merchants**605 Insurance Exchange Bldg. - **Chicago**
Tel. Wabash 6584**O**UR advertisers are helping us to improve Grain Trade
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Armour Grain Company

CONSIGNMENTS SOLICITED

Chicago :: MilwaukeeMade in
MILWAUKEEFresh From Our
OvensCooks in 10 to 15
Minutes

*Serve Every
Day in Some
Appetizing
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Requires Little or No
Sugar

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Stockbridge Elevator Co.

BUYERS
OF **Salvage Grains**
Submit Samples and Quote Prices
JACKSON MICHIGAN

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Kansas Hard Wheat
Milo Maize and Kaffir Corn
HUTCHINSON - KANSAS

E. A. GRUBBS GRAIN CO.

Greenville, Ohio
Wants Correspondence with members of the
Grain Dealers Associations in Ohio, Indiana and
Illinois. We want strictly sound winter wheat,
yellow shelled corn and re-cleaned white oats.

Paul Kuhn & Co.

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GRAIN, FEEDS, FIELD SEEDS AND PUBLIC STORAGE
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Wire or Write Us to Sell or Buy

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WHEAT - CORN - OATS

- TO -
DUMONT, ROBERTS & CO.
301-2 Cham. of Com., DETROIT
"The top o' the market to you."

H. C. CARSON & CO.

WHEAT—CORN—OATS—RYE—BEANS
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"CONSIGN TO CARSON"

CORN-OATS
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If Your Business

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advertise it for sale.

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Attention

Kansas turkey and
straight country run
wheat for sale.

Wire for special
prices.

Chester L. Weekes Co.

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\$2.28

is the basic price for Wheat at

GALVESTON

Consign your wheat to me—

You will get excellent results.

Correspondence Solicited

JULIUS W. JOCKUSCH

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Grain Shippers

and in fact all
grain men who
are wide awake
and on the
alert to get
onto all the ins
and outs of the
grain business,
subscribe for
and read the

GRAIN
DEALERS
JOURNAL

The Wichita Terminal Elevator Co.

Wichita, Kansas

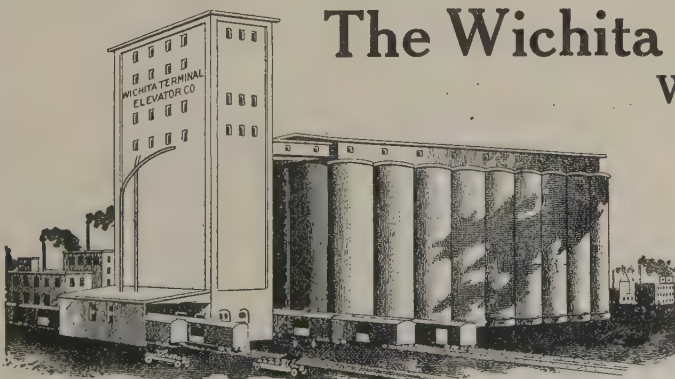
Kansas Hard Milling Wheat a Specialty

We are in the Market for

CORN and OATS

in large quantities.

PUBLIC STORAGE WEIGHTS at This Elevator



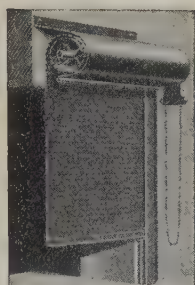
MENTE & COMPANY

Burlap Bags

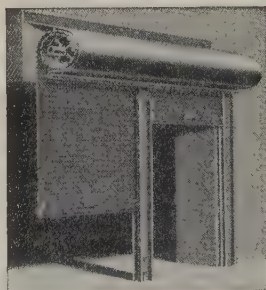
New and Second Hand

NEW ORLEANS

EDWARDS ROLLING STEEL DOORS



Chain Gear Operated



Handle Operated

Made of special cold rolled steel, heavy enough to be an absolute protection against fire and burglars. Patented mechanism closes doors automatically in case of fire. All sizes available up to 40 feet wide and 100 feet high.

Special designs and specifications prepared by our Engineering Department for the asking. We also make Metal Roofing, Steel Lockers, Portable Buildings, Metal Bins, Metal Shelving, etc.

Send for catalog giving full particulars.

THE EDWARDS MFG. CO.

339-389 Eggleston Avenue

CINCINNATI, OHIO

Lester G. Wilson, Cons. Engr.

AS PIONEERS in the manufacture of rubber belting for elevating and conveying grain, we feel that we are in better position than other manufacturers to cater to the needs of grain elevator owners. The world's largest grain elevator, many of the larger terminal elevators and scores of country houses use our Elevator Belting. It is warranted to run perfectly smooth and true on pulleys, and can be depended upon at all times to do the work required.

Belts punched accurately for buckets if desired. Estimates for elevator equipments cheerfully furnished.

New York Belting & Packing Co.

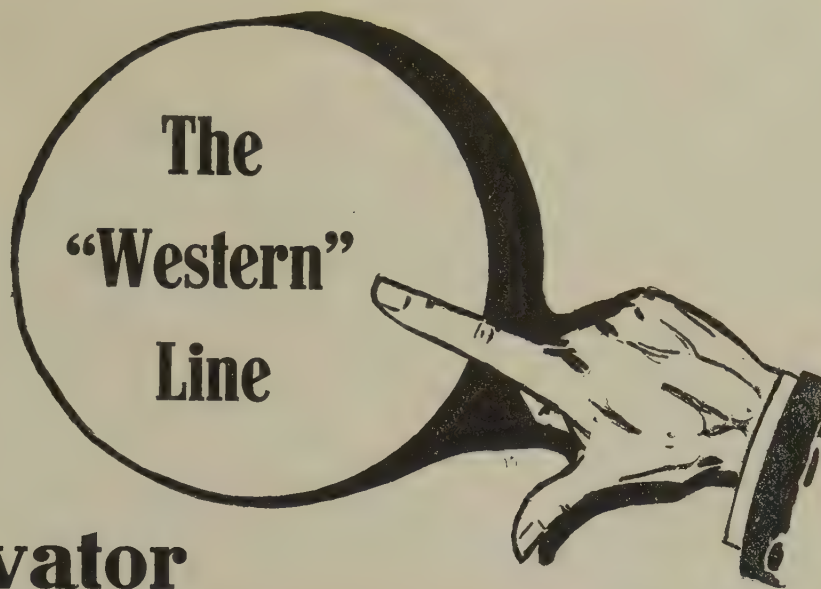
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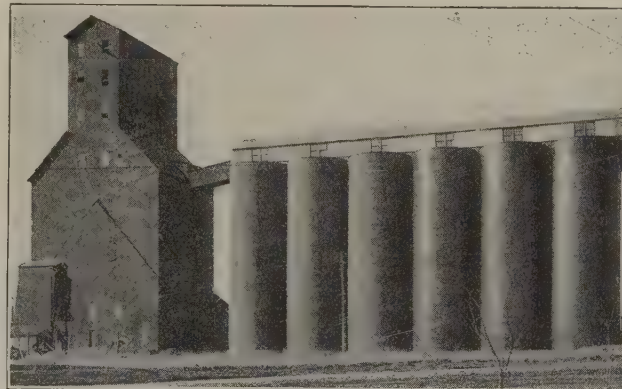




Elevator Machinery

The "Western Line" comprises everything needed to make an Elevator efficient and successful. We manufacture all necessary equipment, and anticipate fully the requirements of the trade. If your plant is fitted with "Western" machinery there is little fear of difficulty, but whenever things go wrong this is the house to supply you. We employ a large force of expert engineers and have spent a lifetime studying the needs of Elevator requirements. All our facilities are at your disposal. This is only a suggestion of the lines we carry:

Cleaners
Shellers
Samplers
Testers
Shovels
Clutches
Distributors



Belting
Pulleys
Scales
Buckets
Bearings
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Conveyors

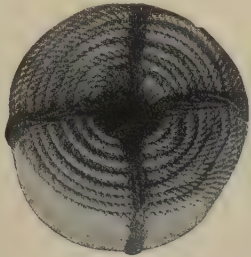
Forty years of continuous service and satisfaction has given the "Western" line a reputation for reliability and performance that to us is as good as a copyright. Whenever equipment is wanted in a hurry we are at our best, and if you've the slightest idea of remodelling or repairing, get in touch with us at once. You should have a copy of our Catalogue for quick reference, and always think "Western" first in case of emergency.

The Union Iron Works
Decatur, Ill.

ROPE

That Can Be Depended Upon

Sheaves are hard on rope. The constant friction produced by bending over the sheaves in your elevator requires the best rope possible. A breakdown is costly to you and beneficial to your competitor. Prevent them.



AJAX Transmission Rope

is especially designed and manufactured to meet the requirements of grain elevators. In the specifications for your new elevator or for improvements in your old house, specify AJAX. There is economy in the best rope transmission.

Write for catalog of elevator equipment.

H.Channon Company.
Chicago.

Muncie Oil Engines



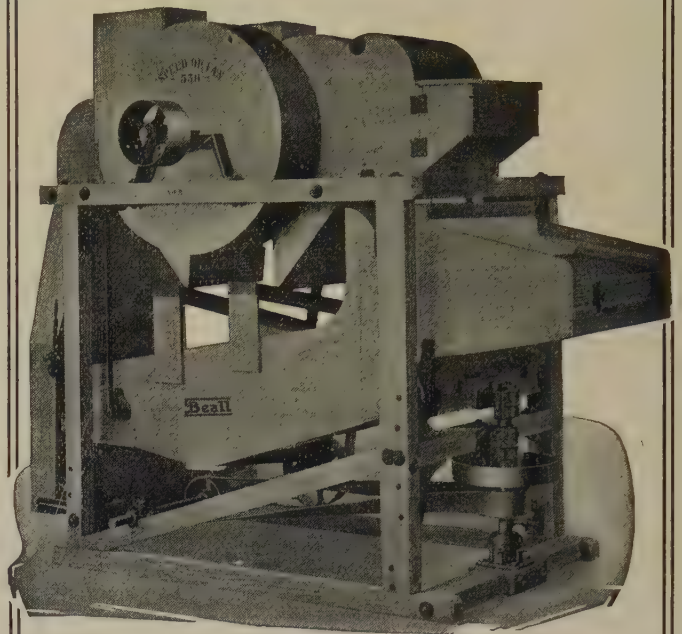
Develop their horse-power rating on a smaller quantity of fuel than any other engine.

Give more power for the same money, which means the lowest possible cost of operation.

Represent the maximum of engine satisfaction with nothing in sight to equal them for the money.

MUNCIE OIL ENGINE CO.
516 JACKSON STREET MUNCIE, IND.

The Beall



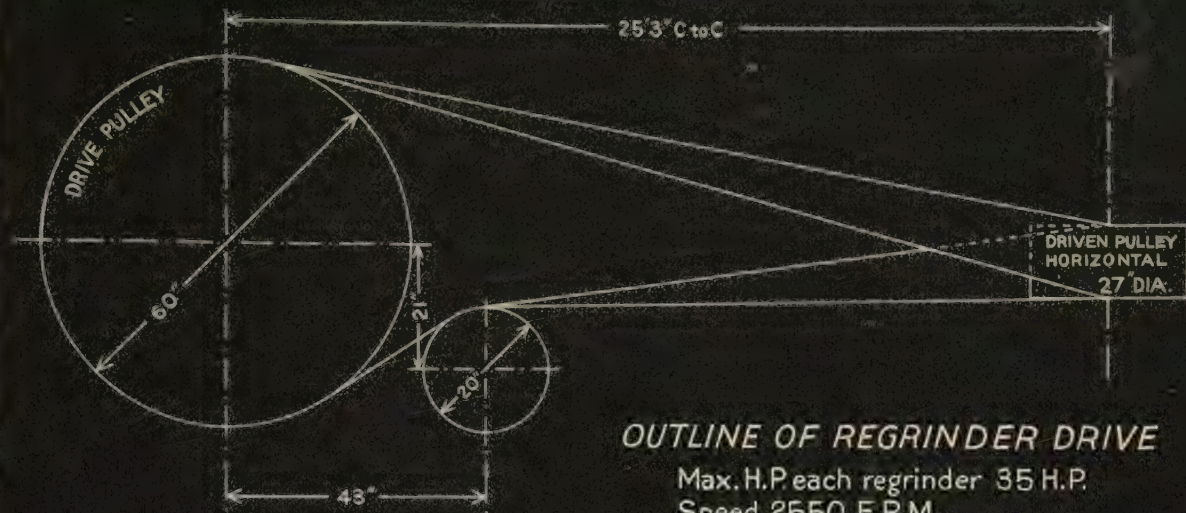
Grain Separator

A splendidly-balanced, smooth-running machine that pays a good profit wherever used, cleaning grain evenly and thoroughly with two independent fans.

Beall
THE MARK OF QUALITY

The air system is as perfect as modern ingenuity can make it. Never any disappointment. Send for Catalogue giving full working particulars and complete details.

Beall Improvements Co.
Decatur, Illinois



Regrinder Drive
CARDIFF GYPSUM PLASTER CO.
FT. DODGE, IA.

OUTLINE OF REGRINDER DRIVE

Max. H.P. each regrinder 35 H.P.

Speed 2550 F.P.M.

Pulley face 12½" wide

Specified—BLUE STREAK
8"–6 ply

That Regrinder Drive—and the G. T. M.

The basic industries, those handling essential raw materials, find belts of all sorts a heavy item in costs. Whether they work with metal ores or wood, with wool or clay, with stone or grain, their transmission cost is high—and there is always some one drive that fairly devours belts. The crushed stone industries—cement, crushed rock, brick and gypsum—have the belt-eating regrinder drive. The conditions surrounding it vary with the plant, but they are always destructive enough to jump production costs.

Out in Iowa the Cardiff Gypsum Plaster Company tried on it every kind of belt they could buy. None lasted long; all stretched, slipped and required repairs that wasted the time of men and machines. One day a G. T. M.—Goodyear Technical Man—called on them. They asked him the price per foot of a Goodyear Belt for the regrinder. The G. T. M.—our Mr. Russel—told them that no G. T. M. sold belts that way—that if Goodyear Technical Men were only talking price lists, it would be better to send out monthly phonograph records to reel off quotations. Then he told them about the Goodyear plan of Plant Analysis, of analyzing the conditions surrounding each drive and prescribing the proper Goodyear Belt to fit. They were interested—and took him to the regrinder drive.

He noted that a 60-inch vertical pulley drove a horizontal one of 27-inches—that the pulley faces were 12½ inches wide—that the distance between centers was 25 feet 3 inches—that there was a 20-inch idler—that the maximum horsepower was 35—the belt speed 2550 feet per minute—and the load extremely variable. He prescribed the Goodyear Belt made for just such service—an 8-inch 6-ply Blue Streak.

The belt arrived soon and was put to work. It was amazingly successful. After two and a half years of service it was still running, and had never stretched, slipped or required attention of any sort. Other belts had given out in a few months. As soon as it had run longer than any other belt, the G. T. M. was asked to analyze every drive in the plant and to prescribe the proper belt.

He did it and his prescriptions are being followed. All of them show a real saving over former installations. The experience of the Cardiff Gypsum Plaster Company with Goodyear Belts and the G. T. M. is similar to that of thousands of others in every national industry. If you have a troublesome belt devourer in your mill or elevator, send for a G. T. M. His service is free—for our reward comes in the increasing orders for the belts he prescribes.

THE GOODYEAR TIRE & RUBBER COMPANY
AKRON, OHIO

BELTING • PACKING HOSE • VALVES
GOODYEAR
AKRON

NOTICE!

THE NEW INTERMITTENT FEED MORRIS GRAIN DRIER

It is Positive and AUTOMATIC in operation.

The gates have wide openings and operate
INTERMITTENTLY.

IT CAN NEVER CLOG

Write for New Bulletin

Intermittent Feeds Manufactured Exclusively By

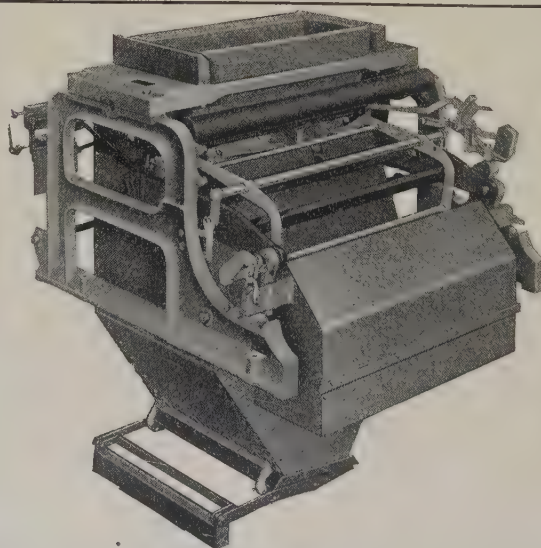
THE STRONG-SCOTT MFG. CO.
Minneapolis, Minn.

"Morris Dried—Same as Sun Dried"

SELF ADJUSTING

Earlier in the season, before the NEW RICHARDSON had been sold in large numbers, we told you "How good it was going to be." NOW, we are telling you how good it IS, for there are a thousand of them being operated today throughout the Grain Belt. We cannot, for lack of space, publish all of the testimonials we have, but if you will drop us a line, we will send you a reference within a short distance of where you are located.

SELF COMPENSATING



SELF OPERATING

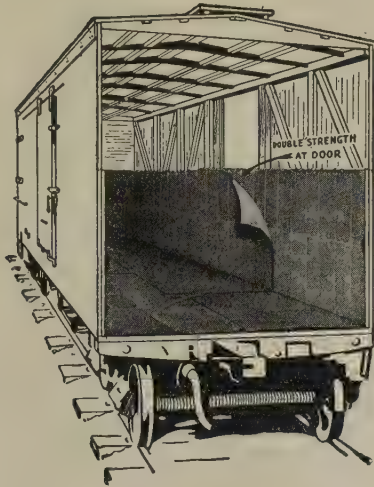
One Grain Dealer phoned us, saying, "That New Richardson you installed for us is a wonder. We have shipped over twenty cars, and the largest variation we had was SIXTY pounds." How would you like to have a REAL AUTOMATIC SCALE, one that you do not have to tinker with, one that is almost human, one that does its own compensating, one that is self operating and self adjusting, and one that prints on a ticket the amount of grain that has passed through it. If you want that kind of an Automatic, TELL RICHARDSON.

RICHARDSON SCALE CO.

CHICAGO, 209 South State Street
MINNEAPOLIS, 413 So. 3rd St.

OMAHA, 327 Grain Exchange
FACTORY, PASSAIC, N. J. WICHITA, 147 No. Emporia

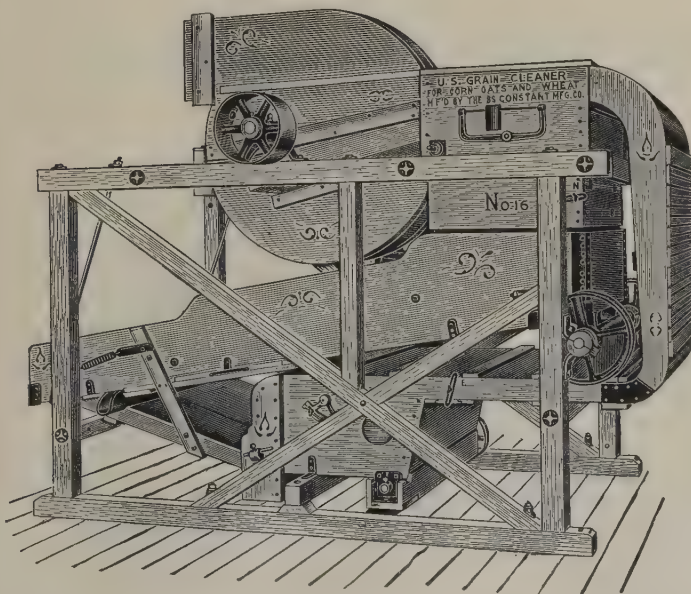
Kennedy Car Liners



The evidence as to grain leaks shown in a recent issue of the Journal warrants the immediate attention of Shippers if a tremendous loss is to be avoided. All cereals are too valuable these days to allow waste in any form, and with the railroads standing well within so-called rights, claims for loss in transit will not be so readily adjusted.

The only way you can make certain of protecting yourself is to prepare the cars in such a manner that when they arrive in "apparent good order," all the grain will be in the car. This you can do by using Kennedy Car Liners in cooping each car you load. They keep the grain in the car.

Kennedy Car Liner & Bag Co.
Shelbyville, Ind.



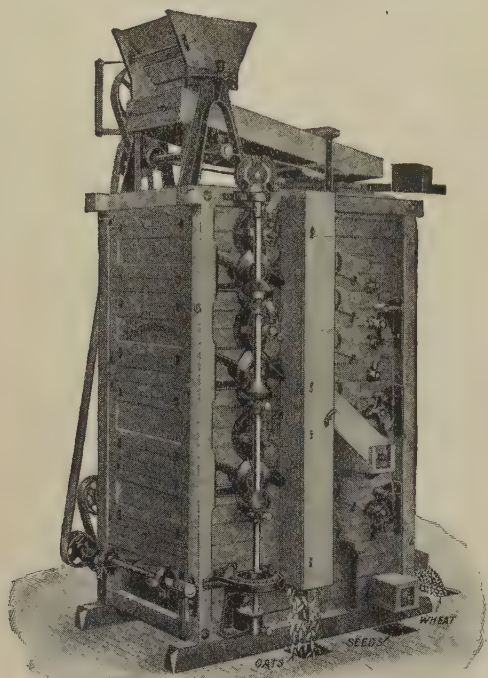
Our
Catalog
On
Request

Easily The Leader in Satisfactory Grain Cleaning

The "U. S. Grain Cleaner" has for so long been giving satisfactory service in hundreds of grain elevators throughout the country that it is no wonder that it is considered the leader. It has built up an enviable reputation. This is the kind of a cleaner you should install in your elevator. You had better give the subject some thought at this time, as the new crop is not many months away. Look your machinery over and see what you need—we can supply it.

B. S. CONSTANT MFG. CO.
BLOOMINGTON, ILL.

THE RICHARDSON OAT SEPARATOR



No. 3 Richardson Oat Separator with Scalper Suction and End Shake Seed Screen, with Automatic Brush Under the Seed Screen

Has passed the Experimental Stage
and

Grain Dealers and Millers who have tried it by the side of other makes positively know, by actual experience, that it is entirely in a class by itself, and the real and only solution of separating

Oats From Wheat

Why waste time and money on an experiment when you can get the *time tried* and *efficiency* tested

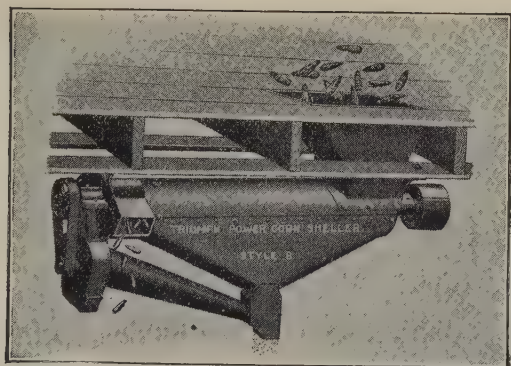
Richardson Wheat and Oat Separator

For particulars write

RICHARDSON GRAIN SEPARATOR CO.

Minneapolis

Winnipeg



NO WOOD

III TRIUMPH CORN SHELLERS

Triumph Corn Shellers are built entirely of iron and steel. There is no wood to warp or crack. They are built for endurance and have endurance, for hundreds of them have shelled corn for twenty years and more, and are still going strong.

If you want a dependable sheller—get a Triumph. It will pay.

Bulletin upon request.

THE C.O. BARTLETT & SNOW CO.
MAIN OFFICE & WORKS: CLEVELAND OHIO, U.S.A.
EASTERN OFFICE AT NEW YORK, N. Y.

SAVE for the Government for Democracy for YOURSELF

by installing a

Cyclone Dust Collector

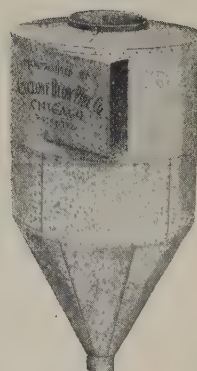
Very many modern large and small grain elevators are equipped with our system.

Write

CYCLONE BLOW PIPE CO.

2542-52 Twenty-first Street

Chicago, Illinois



Let Us
Tell You
HOW

Complete new systems installed on modern plans and guaranteed. Old systems remodeled on modern lines on most economical plans. Supplementary systems added where present systems are outgrown. Defective systems corrected and put in proper working order.

2875 H. P.—48 Ball Bearing Motors



—in the large public grain elevator at New Orleans — successful service

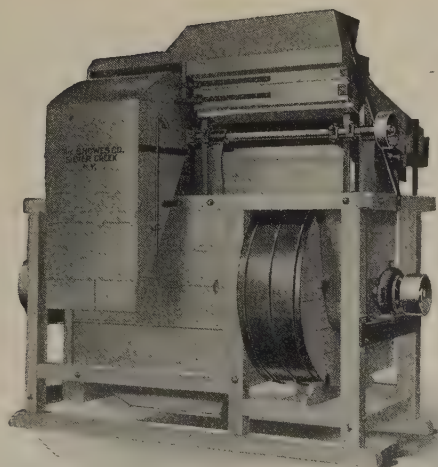
Guaranteed by Fairbanks-Morse Quality

These motors have **solid metal rotor winding**—no joints to loosen—no arcing at bars or rings. **Rigid Cast Frames**—a solid base for the moving parts.

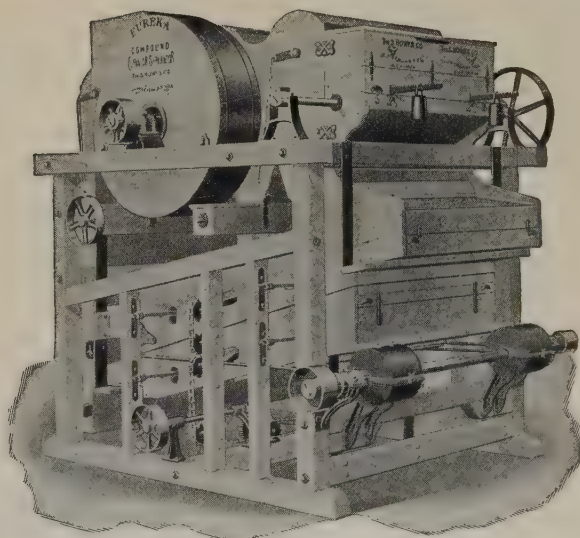
FAIRBANKS, MORSE & CO.
Chicago — Manufacturers

Engines, Motors, Scales, Water Systems, Lighting Plants, Hoists, Air Compressors, Etc.

GRAIN CLEANING MACHINERY



E
U
R
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K
A



**YOUR GRAIN CLEANING TROUBLES WILL BE ENDED
WHEN YOU INSTALL EUREKA MACHINES IN YOUR PLANT**

MAY WE SEND YOU COPY OF OUR NEW BOOK (No. 75)?

S. HOWES COMPANY, Inc.
SILVER CREEK, N. Y.

BUY MORE
LIBERTY BONDS

BUY MORE
LIBERTY BONDS

Emerson Kicker for "Dockage"

USED BY

U. S. Grain Standardization Bureau



DOCKAGE has caused considerable ill feeling between the elevator man and his farmer patrons. It is to the Grain Dealers' advantage to install a machine that will prove to the farmer that the "DOCKAGE" is "ON THE SQUARE." They prefer to sell their grain to an elevator where guess work has been eliminated; where DOCKAGE is determined on

"THE EMERSON"
"Oats from Wheat Tester"

It is installed in over 8,000 elevators, flour mills, grain inspection departments, boards of trade, and the U. S. Grain Standardization Department. We guarantee not a kernel of oats left in the sample and not a kernel of wheat lost with the oats. Write for illustrated literature descriptive of this tester.

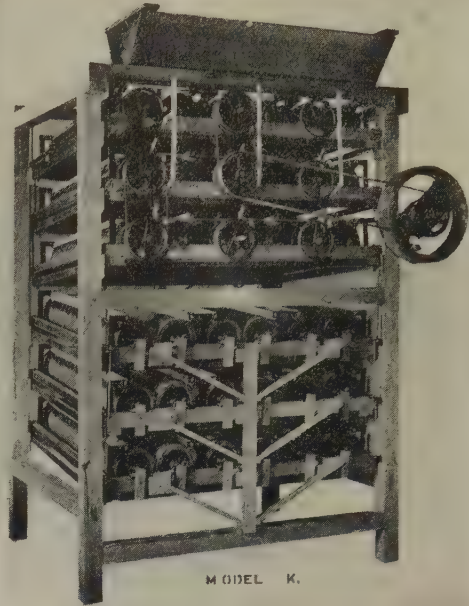
W. H. EMERSON & SONS.

Cor. Campbell & Commercial Sts., DETROIT, MICH.
J. J. Ross Mill Furnishing Co., Portland, Ore. and Seattle, Wash.

To the Seed Trade!

After eight years of experience and close attention in our own seed cleaning house and other seed cleaning houses in separating Buckhorn and Rape from Clover Seed and Alfalfa we have developed and are now manufacturing

The Improved KING Buckhorn Machine

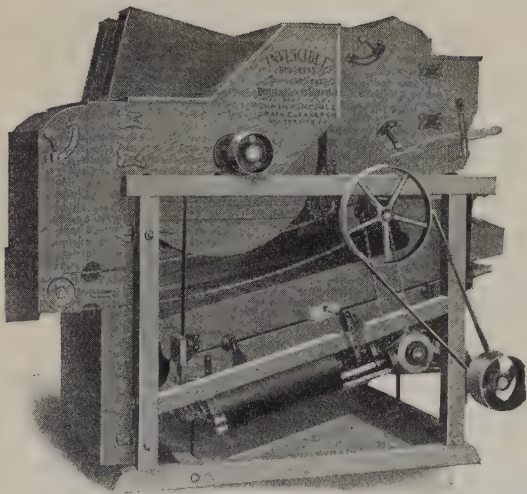


MODEL K.

which we declare Perfectly Practical and Practically Perfect in its work. The shortening of the reels to four feet has increased its cleaning efficiency 100 per cent and reduces the floor space requirement so essential in any work house. The small horsepower necessary due to the center drive feature, the individual feed arrangement, the seed delivery to one central spout, the principle of cleaning, the simplicity in construction, minimum wear, and the capacity and quality of the work governed by the incline of the rails makes the machine a necessity in every plant where seed cleaning is done.

Write today for a "King" booklet describing fully the merits of this machine. Do it now.

KING MANUFACTURING CO.
NORTH VERNON, IND.



A Receiving Separator of "Quality"

Guaranteed in every respect.

It costs nothing to investigate.

Write for Special Bulletin.

Invincible Grain Cleaner Co.

SILVER CREEK, N. Y.

*Kaiserism is going under—
Help to hasten it.*

The Van Ness Safety Roller Bearing Manlift

is built for service. Made from Selected White Birch, has direct acting springs, double safety device that will not fail, runs easy, unnecessary to bolt or lock it while not in use.

Has wire cable and cotton hand line. Sold on 30 days' trial. Write for circulars and prices.

Manufactured and for sale by

R. M. Van Ness Construction Company

203 Grain Exchange
OMAHA, NEB.

We Build
Modern Grain Elevators



BOWSHER

Saves 15% to 20% of Feed

Keep Stock Healthier. Crush ear corn (with or without shucks) and Grind all kinds of small grain. 10 sizes 2 to 25 H. P. Conical shaped grinders—different from all others.

Lightest Running Feed Mills

Handy to operate. Ask why; and state size of your engine.

FREE A folder on Values of Feeds and Manures.
N. P. BOWSHER CO.
South Bend, Ind. 111



Prevent
CLAIM LOSSES
with

TYDEN CAR SEALS

Bearing shipper's name and consecutive numbers.

6000 SHIPPERS
Are now using them.
Write for samples and prices.

INTERNATIONAL SEAL & LOCK CO.

Chas. J. Webb, Vice-President
617 Railway Exchange Bldg. CHICAGO, ILL.



LAST WINTER

Had Its Problems

The lack of coal in our nation's factories caused either complete shutdowns or serious delays on urgent orders. It was then, that plant owners realized that central station power would have assured much better operating conditions.

First: The wide use of central station power reduces the number of points to which coal must be distributed. Thus, power is not only guaranteed to the average user, but the expense of an individual power plant is eliminated and there results a saving of freight cars and fuel that will help win the war.

Second: Central stations, specializing in power production, and possessing larger and more efficient generating equipment, can supply power cheaper than the average user can produce it. To the progressive manufacturer who conducts his business on the principle that quantity production decreases costs, what truth could be more evident? Employment of the electric drive means

Westinghouse Motors driving distributing belts in the Pillsbury Flour Mills.

LESS WORRY ABOUT COAL PILES

Those advantages to be gained through electrification can be best guarded and maintained with the use of rugged, lasting and always dependable

WESTINGHOUSE APPARATUS

Westinghouse flour mill experts will be glad to consult with you.

WESTINGHOUSE ELECTRIC & MFG. CO.
East Pittsburgh, Pa.

Westinghouse



A KEWANEE

Renewable Bottom Loading Spout

Saves

Grain, Money, Time, Labor

Every experienced grain man knows that loading spouts wear only on the bottom side.

YOU have thrown away hundreds of dollars in grain spouts because of small holes. 98% of these spouts were still good. When small holes wear in the Kewanee, you don't have to throw away the spout. Just slip in new bottoms at a few cents each. Each section will outwear dozens of bottoms.

A Kewanee Renewable Bottom Loading Spout is a permanent improvement—the old style spout is always temporary. The Kewanee costs about the same as others, but will outlast a dozen of them.

Give us the size of your down spout and length of your present loading spout, and let us show you how to save. A rough sketch will help us. You will be under no obligations.

Kewanee Implement Co.

514 Commercial Street

Kewanee, Illinois

Section of
Kewanee
Renewable
Bottom
Loading
Spout



Pat. Pending

Only One Way

to keep your business messages private and that is by using a grain code.

In selecting a code, you should avoid buying one so large you can't find what you want, or so small it don't cover the business.

Universal Grain Code

Is just the code you need; a small book, 150 pages, containing 14,910 words covering your line of business and no two spelled near enough alike to cause an error. Three or four of these words will convey a long message that you would otherwise hesitate to send for fear of going into bankruptcy and no one would know their meaning without the code.

The price is only \$3.00.

Code words for the new U. S. wheat and corn grades are included.

GRAIN DEALERS JOURNAL

305 So. La Salle Street, Chicago, Ill.

A HOPPER SCALE Not Affected By Settling of House

Shipping scales in country elevators have not always given satisfaction because their accuracy was affected by the settling of the elevator.

Railroads question weights from automatic or hopper scales on the working floor. They must be shown beyond all shadow of doubt that all the grain that leaves the scale goes into the car. This cannot be proven when the grain must be elevated after weighing. Because of the fact that the

BIRD SHIPPING SCALE

is placed in the cupola and operated from below, and that it weighs directly into car; that it is in no way affected by settling of the house; you can prove conclusively that all the grain went into the car; that your scale is level and weighing correctly; that you know the number of drafts that go into the car.

These are only a few of the many reasons why this is the proper scale for the shipper of grain. It should do away with all the trouble and expense of collecting claims from the railroads—it ends disputes.

If you will get into communication with us we will gladly explain to you the many advantages of this scale.

C. E. BIRD & CO.
Minneapolis, Minn.

Moves Heavy Cars of Grain With Ease The NEW BADGER SLIP-PROOF CAR MOVER and One Man

will put your cars where you want them, just when you need them.

It Turns the Wheel

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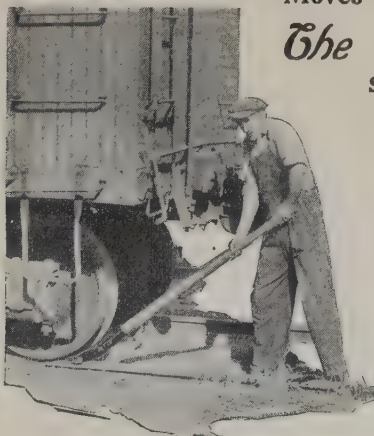
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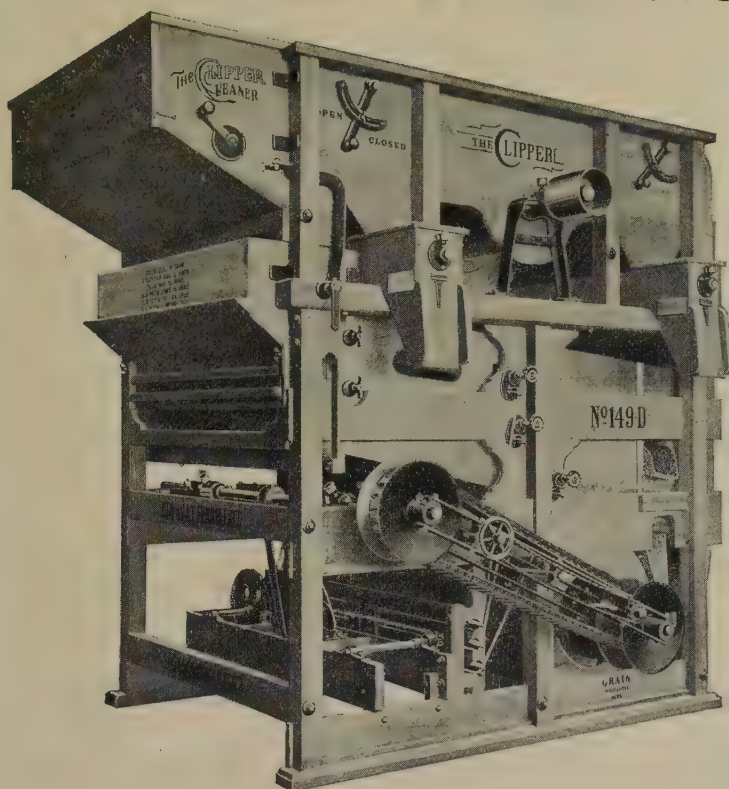
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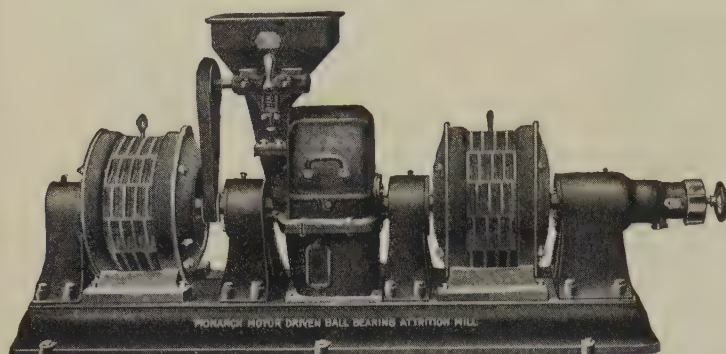
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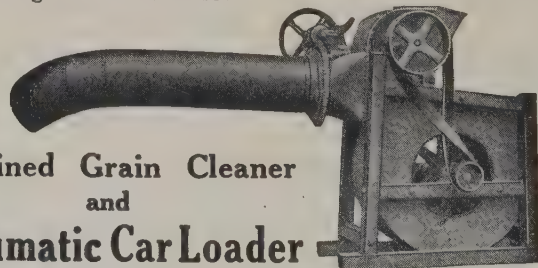
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**Combined Grain Cleaner
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It does not mill or crack the grain; fills cars to full capacity; strong, durable, requires no attention after starting. Cools and dries the grain as it passes through the air.

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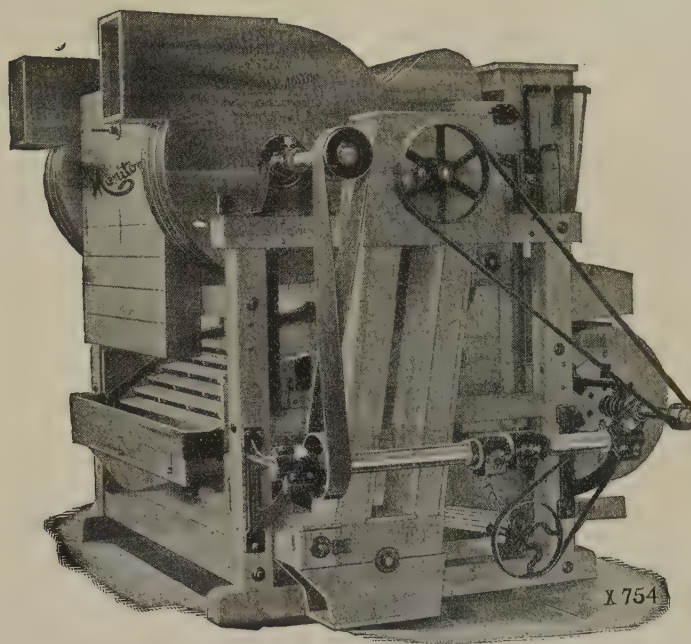
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Will do more and better cleaning of Succotash Mixtures than was ever done until this machine was produced. We stand ready to prove this in any elevator.

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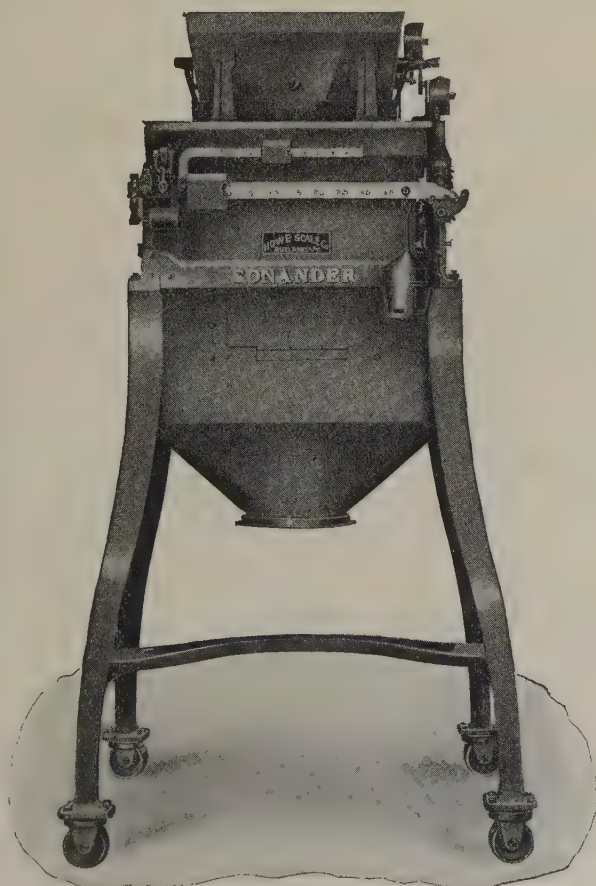
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Have a Capable Feed Department

There is no better source of profit for an elevator than a feed department that is properly conducted. The extent of the profit depends, first, on the feed mill which must be able to turn out good quality grinding at the lowest possible cost; second, the persuasive powers of the elevator man to interest his patrons in his product.

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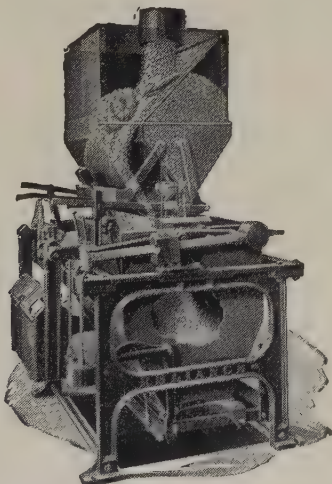
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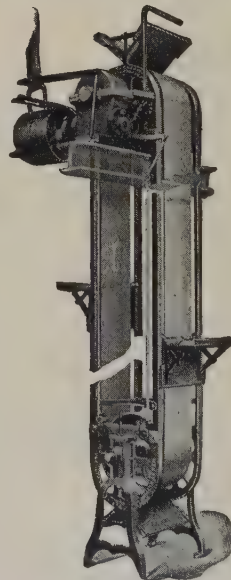


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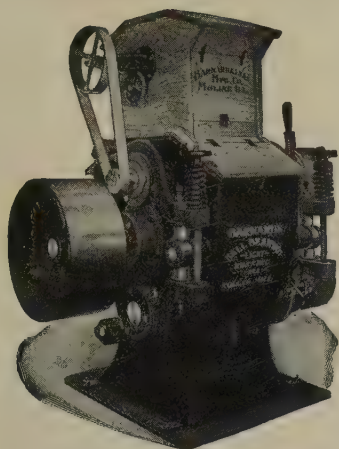
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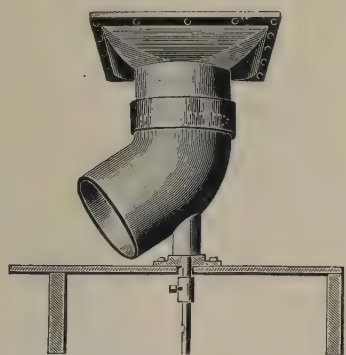
Faribault,

Minnesota

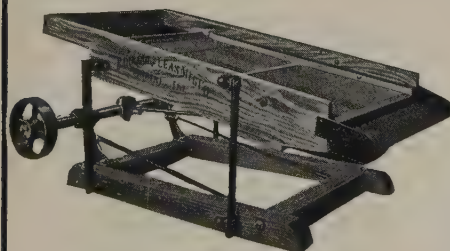
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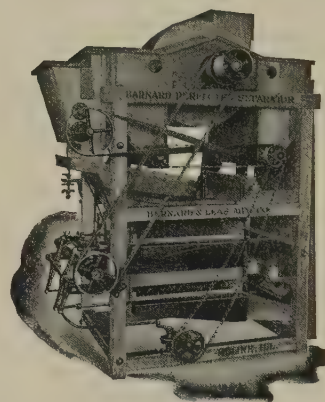
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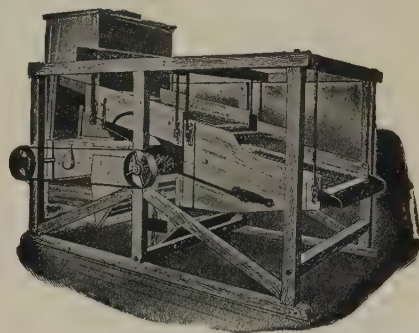
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Our machines of each kind are the best of their kind. Send for special bulletins illustrating the Barnard Line in detail.

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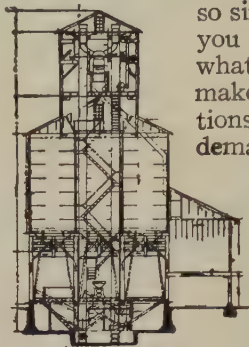
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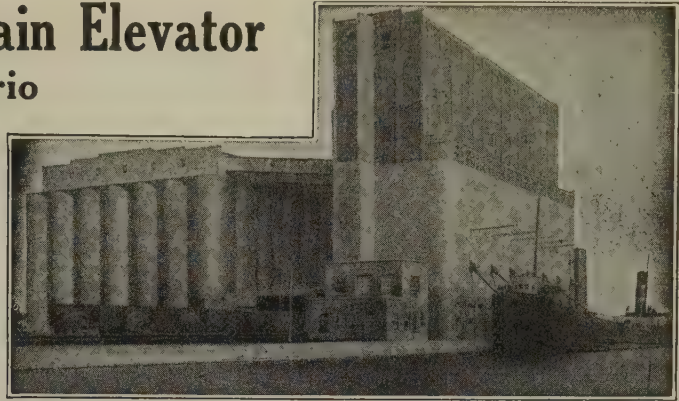
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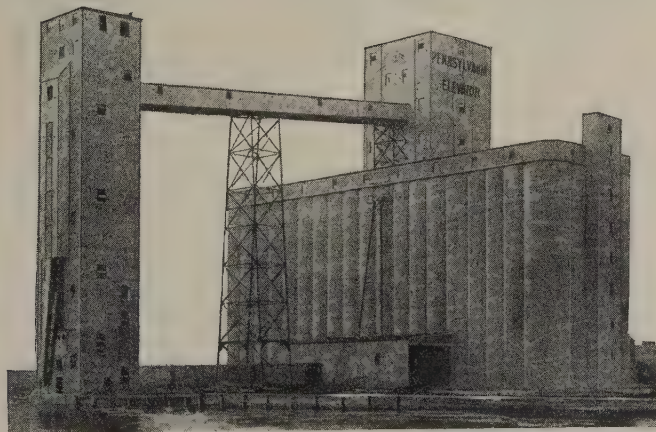
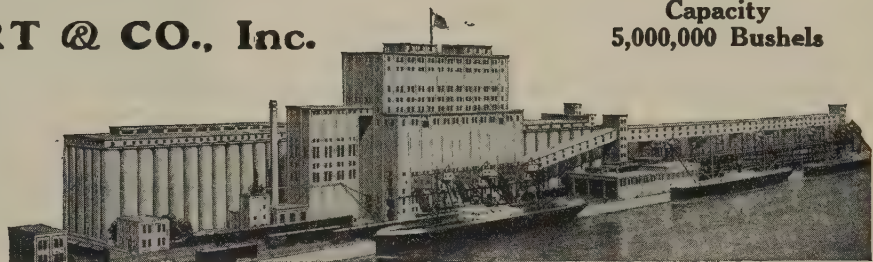
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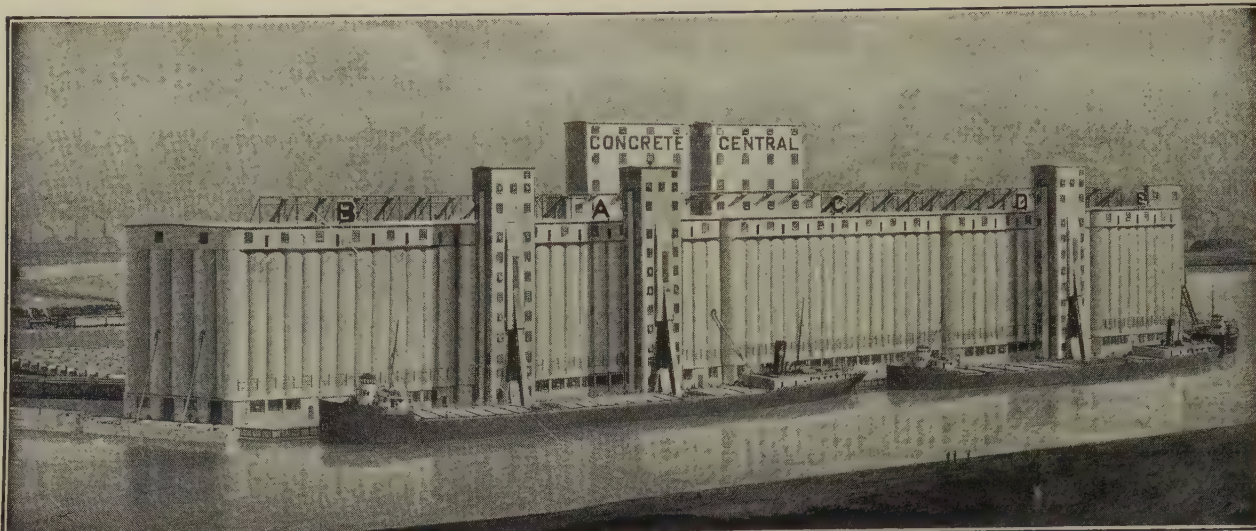
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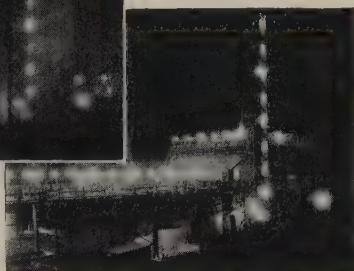
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BUFFALO, N. Y.

September 26
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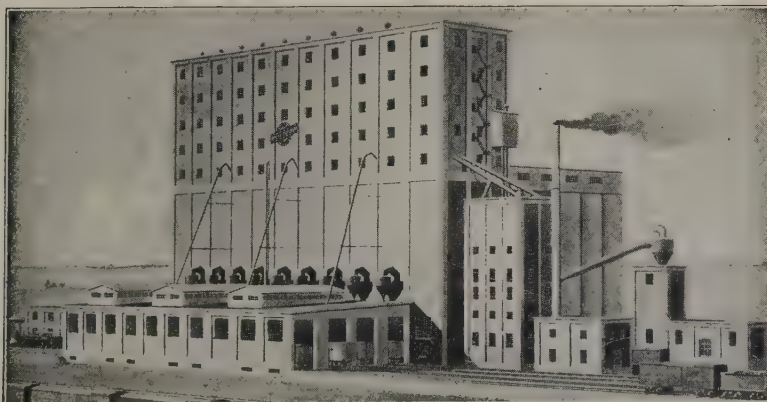
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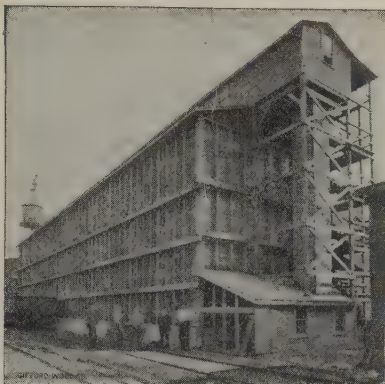
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Works: Hudson, N. Y.



Style No. 6000
Corn Grading Balance

TORSION BALANCE

Corn Grading
Grain Moisture
Bean and Seed Testing Scales
Special Scales for Special Purposes

Torsion Balances
— have —
No Knife-edges—No Friction—
No Wear—No Concealed
Bearings

Used by U. S. Dept. of Agriculture, Testing Stations, Grain Elevators, Seedsmen, Commission Houses and Boards of Trade.

WRITE FOR SEED PAMPHLET

Torsion Balance Co.

MAIN OFFICE 92 Reade St. New York, N. Y.
Factory 147 8th St. Jersey City, N. J.
Pacific Coast Branch 49 California St., San Francisco, Cal.

Clark's Oat Values

are designed to show at a glance the value of any quantity of oats at any price per bushel of 32 lbs. from 10c to 79c. The use of these tables may be puzzling at first, but a little study will enable anyone to use them with great saving of time and labor.

These tables reduce from pounds to bushels of 32 pounds, and also to dollars and cents on the same page. They are simple, compact and convenient. The pounds are expressed in red figures and the bushels and values are expressed in heavy black figures.

REDUCTIONS FROM POUNDS TO BUSHELS

The pounds are printed in red ink in the column headed "Pounds." The bushels are printed in black ink in the column headed "Bushels" on a horizontal line with the equivalent number of pounds.

It will be noticed that in the pounds column the two right hand digits of each number are in light-faced type, while all the remaining digits are in heavy-faced type. Under the one head, "Bushels" are two columns, the purpose being to condense the table and make it more convenient. The right-hand "Bushels" column contains the reductions from the entire red numbers in the pounds column; while the left-hand "Bushels" column contains the reductions from only the heavy-faced numbers in the pounds column. For example, 10000 pounds may be read in two ways, "ten thousand" pounds, or (by ignoring the two digits in light-faced type) "one hundred" pounds. In the reduction of 10,000 pounds of Oats to bushels, first find the number 10,000 in the pounds column; then by following the horizontal line to the right-hand "Bushels" column we find that 10,000 pounds equals 312 bushels, 16 pounds; and, on the same line in the left-hand bushels column, we find that 100 pounds equals 3 bushels, 4 pounds.

FOR EXAMPLE

To reduce 62,300 pounds of Oats to bushels:
62,000 lbs. equals 1937 bu. 16 lb.
300 lbs. equals 9 bu. 12 lb.
62,300 lbs. equals .. 1946 bu. 28 lb.

REDUCTIONS TO DOLLARS AND CENTS

To find the value of any weight at a given price per bushel, turn to the page which has that price at the top of the column. The values are expressed in the columns headed by the price per bushel. Thus, to find the value of 10,000 pounds of Oats at 35c per bushel, we first find 10,000 in the column headed "Pounds," then follow the horizontal line across the page to the column headed "35c", where we find \$109.375, the value of 10,000 pounds. And, to find the value of 100 pounds, we merely point off two places to the left in the values column; thus, 100 pounds @ 35c per bushel is worth \$1.09. The value of any quantity at one-quarter, and at one-half cent per bushel is also given.

In some cases a simple addition will be necessary in order to find the value.

FOR EXAMPLE

The value of 4,200 pounds of Oats @ 32c per bushel:
In the 4th line, we have 4,000 lbs. @ 32c-\$40.00
In the 20th line, we have 200 lbs. @ 32c- 2.00
4,200 lbs. @ 32c-\$42.00

Printed on Book Paper and Well
Bound, Price \$2.00

GRAIN
DEALERS JOURNAL

315 So. La Salle St., Chicago, Ill.

Try the Want Pages for Results

Wanted and For Sale

The rate for advertisements in this department is 20 cents per type line each insertion

ELEVATORS FOR SALE.

30,000 BU. ELEVATOR for sale, complete with machinery and additional warehouses. Address Coleman State Bank, Coleman, Wisc.

20,000 BU. ELEVATOR, frame building, for sale. Located at Osage, Iowa, on C. G. W. R. R. Very cheap. Write Buy, Box 3, Grain Dealers Journal, Chicago.

DOUBLE YOUR MONEY within three years by investing NOW in Ohio elevator and coal business. \$16,000 cash—no trade. Address Double, Box 5, % Grain Dealers Journal, Chicago.

FOR SALE OR LEASE—8,000-bu. capacity elevator, with good farm implement business. Advancing years and death in the firm makes it advisable to sell. Good grain locality. Good business. For complete information apply to Alex Verdoot & Co., Bonnot's Mill, Mo.

FOR SALE: In a flourishing, rapidly growing manufacturing Ohio city of 25,000, with 3 rds., a wholesale and retail grain, feed and flour business; on own property and switch; good equipment. Cash sales this year exceed \$250,000. Priced right. Quick action will be needed. Address Rare Opportunity, Box 6, Grain Dealers Journal.

FOR SALE: Three story brick bldg. 80x100 equipped with power and trackage on two roads; 100,000-bu. capacity Elevator with track scales; Victor Scourer & Polisher No. 4, steel cut oat machine, ensilage cutter Ohio No. 4, Marsh Boiler feed pump, cast iron steamer, Richmond bolter and dresser, rolled oat aspirator, 6 set sandstone burrs 48" dia., steel smoke stack 9'x125' lined with fire brick, 150-h.p. B&W Boiler and water heater, all in good condition. M. M. Vaughn, Agt., Nebraska City, Neb.

FOR SALE: Large flour and feed mill located in good town, on main line railroad and in good milling section. 50 h.p. oil engine, full roller process flour machinery, 2 corn mills and 1 crusher. Railroad siding. Building in splendid condition, on large lot and conveniently located. Good reasons for selling. Price \$12,000. Write for terms, production and other information. F. W. DeLong, Louise, Va.

ARE YOU looking for a position in any branch of the grain business? If you are send us your name, address, nationality, languages spoken, experience, salary expected, references, in fact any information that will help an employer to form an idea of your ability to serve him. We will keep this information on file and from time to time place you in touch with elevator owners who seek competent help. This service will be absolutely free, placing you under no obligation whatever. Write today and get in line for a good position. Address—The Want Ad Man, Grain Dealers Journal, manager? Let the Want Ad Man get one for you.

IF YOU WISH to get in touch with a large number of dealers who have grain of all kinds for sale, insert an advertisement in the "Grain Wanted" columns of Grain Dealers Journal, Chicago, Ill.

ELEVATORS FOR SALE

ELEVATOR AND COAL SHEDS close to Rochester, Minn.; live town; good business. Enquire Box 572, Saint Ansgar, Ia.

FOR QUICK SALE—We offer two good country elevators located in Western Iowa at \$5,500.00. No competition. Address Ruskin, Box 4, Grain Dealers Journal, Chicago.

THREE WASHINGTON ELEVATORS for sale, located at Spangle, Irby and Odessa, in the Big Bend and Palouse Wheat country. All equipped to handle grain in bulk. Write W. H. Stowell, 421 Sprague Av., Spokane, Wash.

FOR SALE CHEAP—Modern elevator of 35,000 bu. capacity; doing a good business in the best corn and oats country in the land. Price \$17,000. Modern residence included. Address Country, Box 4, Grain Dealers Journal, Chicago.

GOOD CRIBBED ELEVATOR, 35,000 bu. Coal business and modern residence with 2 acres of ground; located on I. C. R. R. in good town in Central Illinois. Address Heart, Box 3, Grain Dealers Journal, Chicago.

FOR SALE—Three elevators in Northwest Oklahoma. Best wheat belt in state. All well located in good live towns. Good schools and churches. Bargain if sold soon. Address Head, Box 5, Grain Dealers Journal, Chicago.

KANSAS elevator for sale, 15,000 bu. capacity, built in 1915. Equipment consists of Grain Cleaner, Automatic Scale, Car Loader and 12 H. P. Fairbanks-Morse Engine. For information, write Seguin Grain Co., Seguin, Kas.

FOR SALE—50,000 capacity cribbed elevator on "Q" in western Illinois. Corn and wheat belt. Includes dwelling and about two acres of land. Electric power fully equipped. Price \$10,000.00. Easy terms. Large Crop. Address Peoria, Box 6, care Grain Dealers Journal, Chicago, Ill.

FOR SALE OR RENT—Two grain elevators. One equipped with cleaning machinery. Splendid shipping facilities. Address Frank C. Blodget, 600 Flour Exchange, Minneapolis, Minn.

ELEVATOR FOR SALE. 18,000 bu. cribbed elevator, near station, good shape, in the best wheat section of N. Dakota. Reason too much to handle. Reasonable price. Address Elev., Box 1, care Grain Dealers Journal, Chicago.

ELEVATORS WANTED.

ELEVATOR WANTED in good town. Central Illinois preferred. Would consider partnership if business would justify. Earnest, Box 4, Grain Dealers Journal, Chicago.

WANTED—Best business \$10,000 or less will buy. Prefer central Illinois location handling grain, coal or farm seeds. Address Opportunity, Box 11, Grain Dealers Journal, Chicago, Ill.

ELEVATOR WANTED in exchange for 450 acres North Dakota farm land, on cash basis. Give price, capacity and full particulars as to town and competition. Address Exchange, Box 6, care Grain Dealers Journal, Chicago.

ELEVATOR BROKERS.

JAMES M. MAGUIRE
6454 Minerva Ave., Chicago, Ill.

JOHN A. RICE, exclusive elevator broker, Frankfort, Indiana.

ELEVATOR BUYERS SAVE TIME AND MONEY BY WRITING ME WHAT YOU WANT. I HAVE IT OR WILL GET IT. NAT CLAYBAUGH, elevator broker, Frankfort, Ind.

OFFICE SUPPLIES.

SAFES—Large stock of new and used safes on hand. Protect your valuable papers. Prices reasonable. The Howe Scale Co., of Ill., 409 N. 4th St., St. Louis, Mo.

NEW ADDING MACHINE for sale at half price. Address George Hunt, Chetane, Ill.

TYPEWRITERS—All Makes. Factory Rebuilt, good as new, guaranteed, lowest prices. Good prices for your old machines; write for catalog. (Estab. 1904.) Ben Samuelson & Co., 219 S. Dearborn St., Chicago.

SCREENINGS WANTED

Clover and Alfalfa Seed Screenings wanted. Also Low Grade Clover Seed. Send us samples which will have our prompt attention. King Seed Co., North Vernon, Ind.

FLOUR FOR SALE.

MIXED CARS of flour and mill feeds in 100 pound sacks are our specialties. We are now manufacturing a full line of corn goods, cracked corn, feed meal, corn and oats chop, Ohio Farm feed, shelled corn and standard oats, in connection with our flouring mill. Would like to send you a trial to convince you of the superiority of our products. Ansted & Burk Co., Springfield, Ohio.

MISCELLANEOUS.

WANTED: Chicken Wheat. Send samples and price to Chas. Schaefer & Son, 304 Meserole St., Brooklyn, N. Y.

WANTED—Shafting of all sizes. State lengths, diameters, condition and price. Will buy large or small quantities. Address Watson, 415 Western Union Bldg., Chicago, Ill.

FOR SALE—37 12"x6" elevator cups, never been used. 90' of 4 ply 12" rubber belt with 11"x6" cups attached; used only 18 months. John C. Jindrich, Swaledale, Ia.

FOR SALE: 8 squares new corrugated iron. 1-1 1/2 h. p. united gasoline engine, perfect condition. 1—Marsailles Sheller, 400 bu. capacity, nearly new. Address Mattix & Reveal, Rossville, Ind.

BAGS—BAGGING—BURLAP.

BURLAP BAGS OF EVERY KIND FOR SALE; new or second-hand, plain or printed with your brand; Seamless Cotton Grain Bags; Sample Bags; Burlap, Cotton Sheet- ing, or Paper for Car Lining, etc. Wanted: Second-hand bags, best prices paid. WM. ROSS & CO., 409 N. Peoria St., Chicago

We pay highest prices for empty bags, and pay the freight. Ship your second hand bags or write what you have so we can quote you. Satisfaction guaranteed. Our check goes out the day the bags come in. We also sell bags. LINCOLN BAG CO., SPRINGFIELD, ILL.

ENGINES FOR SALE.

FOR SALE: One 35 horse power Gas Engine, also one 10 H.P. Gas Engine. McLeod Company, Bogen St., Cincinnati, O.

FOR SALE: 40 h.p. Charter Gasoline Engine using kerosene, also 15 h.p. gasoline engine, same make. All in good condition. Address Emil Brunner, Hope, Kan.

IDEAL ENGINES: One each 100 h.p. and 80 h.p. Rebuilt. Splendid shape. Nicholas & Bookwalter, 548 W. Jackson Blvd., Chicago.

FOR SALE: Economy Gasoline Engine, 7 h.p. 6x16 friction clutch pulley, mounted on trucks, good as new, \$200. C. F. Cline, Terral, Okla.

STEAM ENGINES. BOILERS.

FOR SALE:—1 60 h. p. steam engine and mill machinery. Wells-Abbott-Nieman Co., Schuyler, Neb.

BOILERS—high pressure, 18, 20 and 30 h. p. Engines 6, 10, 20, 60 and 150 h. p. Gas engines, 6, 9, 26 & 30 h. p. Heaters, pumps. Casey Boiler Works, Springfield, O.

FOR SALE: One 48"x14' horizontal return tubular boiler, complete, with shaker grates; one 20 h.p. center crank Brownell Steam Engine. Chas. H. Hall, Miamisburg, Ohio.

FOR SALE:—200 H. P. Buckeye engine in first class condition; it has been used only a few years and has never been overloaded; must be seen to be appreciated. Cut-singer & Thompson, Shelbyville, Ind.

FOR SALE: 250 h. p. Clark-Corliss Engine in first class condition for immediate shipment. Right hand, compound condensing; cylinder 12" and 20"x30"; R P M 200; boiler pressure 150 lbs. Have installed electricity. Montana Flour Mills Co., Lewistown, Mont.

FOR SALE: Steam Engine in good working condition; one Western Gyrating Cleaner No. 2 with new eccentric shaft and boxes; one 30,000-lb. Fairbanks-Morse Hopper Scale complete. Also good assortment of shafting, elevator buckets, pulleys, chain and boxes. Fairmount Grain & Elevator Co., Fairmount, Ill.

WE HAVE THE FOLLOWING ENGINES for sale:

1—Atlas Steam Engine, 40—50 h.p.
1—York Steam Engine, 20—25 h.p. new.
1—30 h.p. OTTO Gasoline Engine with large simplex pump, suitable for small city pumping plant. Can be bought complete with pump or separately. These Engines all in fine shape and can be bought cheap for cash. The American Supply & Machinery Co., Omaha, Neb.

**OIL ENGINE
FOR SALE**

International Mogul Twin cylinder, rated 50 horsepower, now complete and running at our Arcola, Ind., elevator. Changing to steam; too tight for our work. Price on application. Write to

O. GANDY & CO.
South Whitley, Ind.

MALE HELP WANTED.

EXPERIENCED HELP, such as managers for country stations, foremen, auditors and employees needed in the grain business are readily secured thru an ad in the "Help Wanted" column of the Grain Dealers Journal, Chicago.

MEN WANTED—Elevator managers are in demand. Insert your advertisement in the Grain Dealers Journal to get the position that is waiting for you.

WANTED, GRAIN MAN to take charge of sales correspondence and shipping of Book Department. Must type own letters. Grain Dealers Journal, Chicago.

WANTED: Elevator man to run country station, experienced in wheat and kafir corn. Give full particulars in first letter with all information about where, when and for whom you have worked, and salary expected. Address Kaf., Box 6, Grain Dealers Journal, Chicago, Ill.

DYNAMOS—MOTORS.

ELECTRIC motors, generators, also engines; guaranteed condition. We buy, rent, sell and repair. Independent Electric Machinery Co., Kansas City, Mo.

FOR SALE: 15 h.p. electric motor in good condition. Efficient Mch. & Construction Co., 1543 Otto Blvd., Chicago Heights, Ill.

FOR SALE:—5 h. p. d. c. motor, 220 v., 1850 R.P.M., 10 h. p., 220 v., Schuerman controller. Rheostat S. Barber, 2816 S. Wabash Ave., Chicago.

ELECTRIC MOTORS and DYNAMOS for rent, sale or exchange. Belting, pulleys, hangers in stock. Scott Bros. Elec. Co., 34 Macomb St., Detroit, Mich.

FOR SALE: Two Wagner Electric Motors, one 15 and one 10 h.p., Type BA, 60 CY., Single phase, 1750 Rev. You will make no mistake in buying these motors. They are built right from the factory. Address Farmers Grain Co., Greenview, Ill.

DYNAMOS AND MOTOR BUYERS are reached in largest numbers and less expense by offering them for sale in the grain trade's accepted medium for power bargains—the "Dynamos—Motors" columns of the Grain Dealers Journal, Chicago.

WANTED.

Electric Motors and Machinery at once. Nathan Klein & Co., 208-K Centre St., N. Y.

Don't conclude because there isn't the elevator you want advertised under **ELEVATORS FOR SALE** that there isn't such a one to be bought. Perhaps the owner hasn't fully made up his mind to sell it, until he sees your advertisement in the **ELEVATORS WANTED** column.

DO YOU want a machine or machinery? Have you a machine or machinery which you do not use or do not want? Do you enjoy having discarded machines and machinery laying around in your way, to rust out, or would you prefer to exchange it for elevator supplies you need? Use this department. Get what you want. Put your idle capital to work.

The Journal is worth more to us than what you charge a year. Don't see how you can put it out so cheaply.—Southwest Mfg. Co., Oklahoma City, Okla.

SITUATIONS WANTED.

EXP. traveling solicitor wants position. Address FR. Ex. 3, Grain Dealers Journal, Chicago.

RELIABLE GRAIN BUYER wants position in grain elevator. Address J. K., Box 4, Grain Dealers Journal, Chicago, Ill.

WANTED—Position by experienced traveling solicitor. Will pay personal expenses for interview. Address Solicitor, Box 9, Grain Dealers Journal, Chicago.

EXPERIENCED grain and seed buyer with good references wishes a position. Address Wm. Schmidler, 922 Sycamore St., Milwaukee, Wis.

WANTED—Position as general manager of Elevtr. by competent experienced young man. No job too large. Address Ohio, Box 2, Grain Dealers Journal, Chicago.

EXECUTIVE: 40 years old, married, exempt, 20 years' experience hay and grain. Can handle board. What have you? Address X. Y. 3, care G. D. Journal.

WANTED—Position, by experienced grain buyer, 36, American, N. Dak. or Minn. preferred. References from last employer. Address Ace, Box 5, care Grain Dealers Journal, Chicago.

GRAIN & HAY MAN, married, 41 years of age, exempt, with over 15 years' experience in all ends of the business, thoroughly conversant, can take complete charge. Address 177, care Grain Dealers Journal.

ELEVATOR MAN, exempt, experienced in buying and selling of grain wants a position about Oct. 15. Ed. A. Walker, care J. Lawrence, R. F. D. Union Mills, Indiana.

GRAIN MAN: Experience from country stations to terminal market. Good accountant. Open for position. Must be good pay. Address Win, Box 4, Grain Dealers Journal.

WANTED POSITION as manager of grain elevator. I have had 20 yrs. successful experience; can give present employers as reference. Indiana or Ohio preferred. Address O-Ind., Box 1, Grain Dealers Journal, Chicago.

WANTED, to get in touch with someone wanting an A No. 1 grain man on joint account. Am a hard worker, business getter, and work for the employer. No one has better references. Want position for next crop. Address Hustler, care Box 5, Grain Dealers Journal, Chicago.

POSITION WANTED by married man with 20 years' experience managing country elevators. Am employed but want place with more business and in good town with good schools. Best of references furnished. Address Sam, Box 6, Grain Dealers Journal.

WANTED—Position as Mgr. for country elevator. Twelve years' experience in buying and handling grain, with coal business as side line. Believe myself capable of handling any fair sized station. Married, 31 years old, 4th class in the draft. Address Roy R. Clark, Arcadia, Neb.

WANTED connection with cash grain company, either country or commission. Prefer corn and oats territory. Investment or services and money with good house. Thorough country experience at large points. Address Corn and Oats, Box 6, Grain Dealers Journal.

POSITION WANTED as manager of country elevator by experienced grain man. Have had 5 years' experience in the grain business. Can furnish good references and surety bond. At present employed but desire change. Will consider any good place in Neb., Iowa, S. Dakota or Colo. Address JL, Box 6, Grain Dealers Journal.

Give a Journal "Wanted—For Sale" ad something to do for you—it needn't be something easy.

**Before You Buy or Sell
SECOND HAND BAGS
GET "WESTERN'S" PRICE
WESTERN BAG & BURLAP CO., Chicago**

SCALES FOR SALE.

EVERY AUTOMATIC GRAIN SCALE, 750 bu. per hour, used very little, guaranteed condition, cheap. Milwaukee Scale & Supply Co., Milwaukee, Wis.

WE HAVE FOR SALE the following: Fairbanks Hopper Scales:

1—1000 Bushel with regular Beam.
1—800 Bushel with regular Beam.
These Scales in first class condition and now operating, but want to install larger sizes. Can be bought cheap for cash. American Supply & Machinery Co., 1102 Farnam St., Omaha, Neb.

SCALES REPAIRED AND SOLD

50 wagon scales, capacity from 4 to 15 ton. Any size platform in following makes: Fairbanks, Howe, Buffalo, Standard and Columbia. Each scale that leaves our factory is thoroughly overhauled and tested and guaranteed to be correct. We furnish competent men for outside work.

COLUMBIA SCALE CO.
2439 N. Crawford Ave. — Chicago, Ill.

MACHINES FOR SALE.

REAL BARGAINS

Prompt Attention. Quick Shipments.

When in need of elevator or mill machinery, notify us. We are headquarters for power and transmission equipment, and have on hand several well-known makes of motors, boilers, engines, etc.

Send us list of all your wants. We can supply you with full line of machinery for elevators, flour, corn and cereal mills. Complete equipments for modern mills of all kinds, molasses stock, and poultry feed plants, plans, specifications, flow sheets, etc., our specialty.

Write us without delay.

Geo. J. Noth, Mgr.,
9 S. Clinton St., Chicago, Ill.

MACHINES FOR SALE.

WE BUY & SELL Boilers, Steam & Gaso. Engines, Motors, Scales, Elev., & Mill Mach'y. of all kinds. National Mach'y. Warehouse, 700 W. 22nd St., Chicago.

FOR SALE: Assortment of second hand machinery consisting of rolls, cleaners, reels, shafting, etc., including Barnard & Leas 3 High Corn Mill, used very little. Maney Export Co., Oklahoma City, Okla.

FOR SALE: Portable grain dump and elevator, made by John Deere & Co., with power attachment, good condition, now at our Arcola, Ind. elevator. Write O. Gandy & Co., South Whitley, Ind.

FOR SALE—Mill Machinery of all kinds, second hand, good condition, including four stands of double rolls, legs, etc., very cheap. Diamond Elevator, 72-73 Chamber of Commerce, Minneapolis, Minn.

FOR SALE: One up-to-date 25 bbl. Mid-get flour and a 50 bbl. corn mill in A1 condition. If taken at once will sell at a bargain. If you want a mill worth the money come at once. Want to sell on account of sickness. W. J. Hand, Sulphur, Okla.

1, **SIZE** one new Marceilles dustless warehouse combination sheller and cleaner, without feeder, elevator or cob stacker, for sale. Used 10 days. Price \$325.00 F. O. B. Ash Grove Mo. Address Ash Grove Mills, 609 Waldheim Bldg., Kansas City, Mo.

FOR SALE—1000 feet of spiral steel conveyor 4" to 16". Big lot of heavy elevator belting and cups, Salem buckets. No. 7 Clipper, No. 3 Monitor, No. 3 Eureka Receiving Separator. 20 carloads of everything in the elevator and milling line. A. D. Hughes Co., Wayland, Mich.

FOR SALE: One Giddings Portable Hay Grinder, complete unit comprising hay carrier, mill, blower, cyclone, and two bag packers; capacity four tons per hour. Will grind alfalfa or any other hay. Horse power required, 75. One bale breaker complete, one extension carrier, 35 ft. to fit the mill. Address John A. Wogan, Inc., 204 Godchaux Bldg., New Orleans, La.

FOR SALE.

1 Gibbs Belt Bean Picker, good as new, \$150. 1 Gibbs Belt Bean Picker, fair condition, \$100. 1 No. 9 Clipper Cleaner, fair condition, \$75. 1 Old No. 9 Clipper Cleaner, poor condition, \$25. 1, 12 h.p. Badger Stationary Gasoline Engine, \$200. We are in the market for a second hand Oxford Polisher. **BAD AXE GRAIN CO.,** Bad Axe, Michigan.

WOULD YOU BUY larger scales if you knew you could sell the scales you have? Try an ad in the **SCALES FOR SALE** column and see how quickly your scales will be sold.

Are you saving all you can, and practicing the greatest economy? A step in the right direction is to make these columns your market place.

Directory Grass Seed Trade

- ATCHISON, KANS.**
Manglesdorf Seed Co., The, wholesale seeds.
- BALTIMORE, MD.**
Scarlett & Co., Wm. G., whse. seed merchants.
- BELFAST, IRELAND.**
Lytle & Sons, Ltd., John, Per. & Ital. Ryegrasses. McCausland, Sam'l, ryegrass and dogstail.
- BUFFALO, N. Y.**
Stanford Seed Co., field and grass seeds.
- CHICAGO, ILL.**
Dickinson Co., The, Albert, seeds.
Illinois Seed Co., The, grass and field seeds.
Johnson, J. Oliver, seed merchant.
- CINCINNATI, OHIO.**
McCullough's Sons, The, J. M., field, garden seeds.
- CLAREMORE, OKLA.**
The O'Bannon Co., grass seed dealers.
- CRAWFORDSVILLE, IND.**
Crabbs Reynolds Taylor Co., grass and field seeds.
Crawfordville Seed Co., seed merchants.
- EVANSVILLE, IND.**
Small & Co., W. H., seeds, grain and hay.
- GIBSON CITY, ILL.**
Noble Bros., whse. seed merchants.
- INDIANAPOLIS, IND.**
Southern Seed Co., field and garden seeds.
- KANSAS CITY, MO.**
Missouri Seed Co., who. exp. and imp.
Peppard Seed Co., J. G., wholesale seeds.
Rudy-Patrick Seed Co., wholesale seeds.
- LOUISVILLE, KY.**
Chambers Seed Co., grain and field seeds.
Hardin, Hamilton & Lewman, gra. & fd. seeds.
Lewis Implement & Seed Co., field sds. & implts.
Louisville Seed Co., clover & grasses.
Wood, Stubbs & Co., grass & garden seeds.
- MACON, GA.**
Georgia Seed Co., field and garden seeds.
- MEMPHIS, TENN.**
Schwill & Co., O., garden and field seeds.
Russell-Heckle Seed Co., all southern seeds.
- MILWAUKEE, WIS.**
Courteen Seed Co., field seeds.
L. Teweles Seed Co., field seeds.
- MINNEAPOLIS, MINN.**
Dickinson Co., The, Albert, seeds.
Minneapolis Seed Co., seed merchants.
Northrup, King & Co., wholesale seeds.
- NEW YORK, N. Y.**
Doughten, Inc., H. W., grass & field seeds.
Nungesser-Dickinson Seed Co., whls. seed mchts.
Radwaner, I. L., field & grass seeds, exp. imprts.
- PHILADELPHIA, PA.**
Philadelphia Seed Co., Inc., The, whse. field sds.
- ROCKFORD, ILL.**
Condon Bros. Seedsmen, garden, fld. & flower sds.
- ST. LOUIS, MO.**
Schisler, F. & G. S. Co., A. W., seed merchants.
- TOLEDO, OHIO.**
Crumbaugh-Kuehn Co., alsike, timothy, alfalfa.
Flower Co., The, S. W., seed merchants.
Toledo Field Seed Co., The, clover, timothy.
- TWIN VALLEY, MINN.**
Heiberg, M. A., wholesale seed merchant.



Big Stock

We have the Largest Stock of 2nd Hand Flour Mill and Elevator Machinery in the World.

Belting, Pulleys, Shafting, Elevator Buckets and Conveyor Bolting Cloth and Roll Grinding.

Write for Net Price Book No. 73-B

B. F. GUMP CO.
THE MILL SUPPLY HOUSE
431-437 South Clinton Street, CHICAGO, ILL.

MACHINERY

For Grinding, Elevating and Conveying all kinds of grain, of standard makes, from smallest to largest capacities.

NEW AND 2ND HAND REBUILT FLOUR MILL MACHINERY

GOOD AS NEW

ALBERT MILLER & COMPANY


Handlers of everything in

HAY and STRAW

"CONSIGNMENTS AND ORDERS SOLICITED"

Timothy Prairie
Clover Pooking
Alfalfa Straw

192 N. Clark St.
CHICAGO, ILL.



\$50,000 Worth of Power Transmission Machinery Bargains.
\$40,000 Worth of Leather, Rubber and Canvas Belt Bargains.
Send for Bargain List No. 18-T.
TEUSCHER & SON MACHINERY SUPPLY CO.
ST. LOUIS, MO.
We Buy All Kinds of Machinery Plants.

Give a Journal "Wanted—For Sale" ad something to do for you—it needn't be something easy.

SEEDS FOR SALE—WANTED

SEEDS WANTED.

WANTED TO BUY timothy, alsike and red clover, straight and mixed cars or less. Oshkosh Seed Company, Oshkosh, Wis.

BUCKWHEAT WANTED, car lots or less. P. L. Zimmermann Co., St. Louis, Mo.

Journal Want Ads Bring Results.

SEEDS FOR SALE

ALFALFA SEED, 1,000 bu., 500 bu. cane seed. Samples free. L. C. Johnston, Seward, Neb.

FOR SALE—Alfalfa Seed. For samples and prices write Grain & Storage Co., Douglas, Wyo.

CLOVER, buckwheat, and black-eye cow peas; best grades because of territory and climate. A. E. Castleman, Culver, Ind.

SEEDS FOR SALE

ANY TIME OF THE YEAR is the right time to insert a "Seeds For Sale" or a "Seeds Wanted" ad. Buyers will want to put in their orders early this year on account of traffic conditions.

NEW CROP JAPAN CLOVER seed. State quantity and let us quote you. Lehman's Seed Store, Baton Rouge, La.

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53 Years Service Buyers and Sellers St. Louis, Missouri Bag or Car Lots

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BUFFALO TIMOTHY—CLOVER—ALSIKE—ALFALFA—GRASSES N. Y.
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Timothy Seed—Medium Red Clover
Shippers of all kinds of Field Seeds.
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GRASS and FIELD SEEDS
Combining the resources and experience of
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LOUISVILLE SEED COMPANY
INCORPORATED
LOUISVILLE, KY.
Headquarters for
RED TOP AND ORCHARD GRASS
BUYERS AND SELLERS
OF ALL VARIETIES FIELD SEEDS

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The Seed Terminal of the Northwest
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FIELD SEED—Car lots or less, Northern grown.
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MINNEAPOLIS SEED COMPANY

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HARDY NORTHERN GROWN SEEDS OUR SPECIALTY

ASK OUR BIDS BEFORE SELLING. BUYERS, RECLEANERS, SELLERS. WRITE OR WIRE FOR SAMPLES AND PRICES.

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Here since 1879 Ask for our daily Red Letter—Free

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SEED BUYERS AND SELLERS can quickly sell any quantity or buy any amount or quality by making their wants known through the "Seeds Wanted—For Sale" columns of the Grain Dealers Journal, Chicago, Ill.

BUY NOW—War Thrift Stamps, and pledge yourself to buy each week as many as you are able. Inquire of your postman.

The Toledo Field Seed Co.
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Consignments solicited. Send us your samples.
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THE CRUMBAUGH - KUEHN CO.
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We pay top prices for seeds. Your track or Toledo. Send samples.
Samples, prices and our market letter upon request. Cash and futures
CLOVER
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QUOTE us all kinds of Seeds, Feed, Poultry Supplies, Flour, Fruit Package Material, Ice Cream and Butter Manufacturers' and Handlers' Needs, also Fruits and Produce.
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SEED

We buy and
sell all varieties
of grass and
field seeds

The Albert Dickinson Co.
MINNEAPOLIS CHICAGO



Look Ahead a Few Months

You remember last winter when the snow was deep and the railroads were blocked, what difficulty many farmers and dairymen had in securing feed for their stock. Avoid a repetition of a similar condition this year by urging your customers *to order their feed supply now.*

In our big advertising campaign in the farm and dairy papers we are urging feeders and breeders to place their orders with their dealers early. We are also explaining to them the advisability of ordering the kind of feed that will best meet the requirements of their farm stock.

Help Yourself—Help Your Trade

by making your store the headquarters for SCHUMACHER FEED and BIG "Q" DAIRY RATION—the feeds that, because of their merits, have become the choice of the majority of farmers and dairymen.

SCHUMACHER FEED—the "old reliable"—has been the standby of feeders for years. Make it YOUR leader. It is the best-known and largest-selling feed in the world. Your customers will find it not only the best feed for dairy cows (when fed with protein feeds), but also ideal for hogs, horses and all farm animals.

BIG "Q" DAIRY RATION stands at the head of high protein mixtures. With SCHUMACHER it makes the winning combination for both feeders and dealers. Dairymen can save the labor of home mixing by feeding SCHUMACHER and BIG "Q" in combination and have a more uniform ration—one that assures them maximum milk production.

Your customers want SCHUMACHER FEED and BIG "Q" DAIRY RATION. If you are not handling them you are losing the biggest and best part of the feed trade. Write for our attractive proposition to dealers.

The Quaker Oats Company

Address: Chicago, U. S. A.

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**20c a Piece
for Jute Sacks**

We will pay dealers 20c a piece for jute sacks of our brands returned to us in good condition.



SCHUMACHER FEED & BIG "Q" DAIRY RATION



GRAIN DEALERS JOURNAL

[Incorporated]

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THE ADVERTISING

value of the Grain Dealers Journal as a medium for reaching progressive grain dealers and elevator men is unquestioned. The character and number of advertisements in its columns tell of its worth. If you would be classed with the leading firms catering to the grain trade, place your announcements in the Journal.

Advertisements of meritorious grain elevator machinery and supplies and of responsible firms who seek to serve grain dealers are solicited. We will not knowingly permit our pages to be used by irresponsible firms for advertising a fake or a swindle.

LETTERS

on subjects of interest to those engaged in the grain trade, news items, reports on crops, grain movement, new grain firms, new grain elevators, contemplated improvements, grain receipts, shipments, and cars leaking grain in transit, are always welcome. Let us hear from you.

QUERIES

for grain trade information not found in the Journal are always welcome. Address "Asked - Answered" department. The service is free.

Entered at the Chicago, Ill., Post Office as Second-Class Matter, Aug. 5, 1898.

CHICAGO, SEPTEMBER 25, 1918

BEFORE you send that next telegram read the report of the Telephone and Telegraf Com'ite of the National Ass'n and send the message by mail. It may reach destination sooner than it would by wire.

ARGENTINE is credited with having available for export 2,000,000 tons of wheat from the last crop and 1,500,000 tons of other cereals, all of which will continue to move out very slowly until more ships are available.

THE STATEMENT, made during the convention at Milwaukee, that almost the exact words of an early decision by a grain trade arbitration com'ite has since been used by the Interstate Commerce Com'isn in defining an important traffic term is convincing evidence of the value of arbitration to the trade. And this high official recognition is not only worthy tribute to the arbitrators who rendered that decision years ago, but it is an emphatic endorsement of the principle of arbitration itself. It lends support to the oft repeated argument that active members of a trade know best how to interpret and to apply the rules, customs and practices of that trade.

THE WEIGHMASTERS of different markets and the agents of the grain carriers interested in the determination of what constitutes "adequate weighing facilities" held several sessions in Milwaukee this week and are now in Conference in this city. With so much earnest work being done in an effort to satisfy the request of the Interstate Commerce Commission, real results should soon be attained.

DEALERS who listened to the address on "Adequate Facilities for Weighing" at Milwaukee were sorely disappointed because they got no practical light or help on this much mooted problem. Grain shippers generally are anxious to provide weighing facilities of known reliability for determining the weight of their precious grains entrusted to box cars, but until real improvements are made the best facilities obtainable at present must be considered "adequate."

THE WELL equipped orderly elevator office invariably reflects a clean, well cared for elevator and makes the entire risk more desirable from an insurance standpoint. In hope of encouraging all dealers to take better care of their property the Grain Dealers Fire Ins. Co., proposes to give special mention to clean offices supplied with modern equipment. The careful, progressive elevator man always keeps a vigilant eye on the fire hazards of his plant.

THE SUGGESTION ventured by the Uniform Grades Com'ite at the Milwaukee Convention to the effect that material changes in the interpretation of rules which would change the grade of grain inspected into store could not in fairness be made without giving 90 days notice to the trade the same as of a change in the rules, should receive the emphatic endorsement of the entire grain trade. The value of grain can be destroyed just as quickly and completely by a change in practice as by a change in the rules.

THERE is an outspoken feeling among many handlers of mill feeds that some one in the Food Administration made a colossal error in working out the fair prices on wheat bran and middlings. Under the present scale the cost of those commodities is considerably lower than the cost of many other feeds, the result being that the demand for them far exceeds the supply. Many farmers are said to have sold corn and bot bran and middlings, realizing a neat profit on the transaction and still retaining feed for their stock. Compared with prices for many other feeds, bran and middlings are too low; and it would seem that the ends of all would have been better served if the prices had been fixed slightly higher. This also would have made possible lower flour prices.

MALTING houses generally are planning to use their enormous storage bins for supplementing the regular storage elevators of terminal markets. The need of more storage capacity fits in well with the involuntary suspension of the malting business.

THE SUREST WAY to discredit a market and to drive buyers away is to deliver them something different from what they bought; and grain in cars on track is not the same as grain in an elevator. One essential difference is that grain in the elevator costs the buyer storage charges only, to hold; while grain on track will accumulate heavy demurrage, if held. The only way to uphold the sanctity of a contract is to make the breaker thereof pay all the damages sustained by the other party; and the party who tenders a car on track in lieu of corn in the elevator should guarantee the buyer reimbursement of all demurrage charges and incidental expenses of every name and nature.

RECIPROCAL DEMURRAGE champions will be pleased to know that the extreme unfairness of the demurrage charges levied by the railroads at present was not entirely overlooked by the National Convention. The Demurrage Com'ite condemned the railroads for unduly delaying cars in transit and bunching deliveries so as to make it impossible for eastern buyers to unload all the cars promptly even tho their loyal desire to release the cars and escape extortionate demurrage charges prompted them to work all hands to the limit. In such cases receivers are clearly entitled to more free time for unloading. The stress of war does not excuse the levying of charges upon receivers or shippers for delays due directly to the poor service of the carriers.

SAMPLERS at official inspection points are being charged more than ever with pushing in the top board of grain doors and failing to replace them with the result that the heavily laden box cars soon lose some of their grain as the result of the removal of this protecting board and the shifting of the car. The samplers contention is that he is paid to get samples, not to cooper cars and the cars should not be loaded so near to the roof as to necessitate the removal of any part of the grain door in order to obtain a sample of the grain. With grain moving in such large volume samplers have not much time left in which to replace the boards and it would seem a matter of economy in the release of rolling stock if the Railroad Administration would warn shippers against loading any box car so heavily as not to leave at least 30 inches between the top of the grain and the roof. Otherwise many cars are sure to be delayed for resampling and reinspection.

THE CUTTHROAT side track lease that carriers are trying to force upon shippers will soon go into the waste paper basket, as one branch of the U. S. Railroad Administration has recommended to the other the adoption of a fair clause providing that "the lessor shall be liable for the full measure of loss, damage or injury caused by it or its agents and employees."

THE ACTION of many business organizations, including the Chicago and Kansas City Boards of Trade, and the Grain Dealers' National Ass'n, while assembled in convention this week at Milwaukee, in suspending business for one minute each day to offer silent prayer for the success of our military forces and a speedy and victorious termination of the war shows an attitude that is worthy of the highest commendation. The spirit of reverence of the Angelus is thus transferred into the hurry and bustle of our business life and we are reminded anew of our dependence upon a higher Being for all the permanent benefits and ennobling gifts that we desire for ourselves and the other peoples of the earth. One cannot but feel that in that moment of solemn contemplation and communion he has gained new strength for patriotic duties and an added determination to press forward to the end, secure in the conscious faith that the cause is just and must prevail.

MR. BARNES in his Milwaukee address pointed out very clearly the great need for more storage room and faster handling facilities at the Atlantic seaports. Recent congestion of grain laden cars in these ports and the long delay in unloading due to inadequate elevator facilities has repeatedly called the attention of everybody concerned to the crying need of Baltimore, Philadelphia, and New York for more elevators. The Pennsylvania Railroad has a large fireproof storage elevator at Baltimore which has stood idle since the burning of the wood working house two years ago. A contract has been let for a fireproof workhouse and additional storage and the work is slowly proceeding. Notwithstanding the crying need for the rapid movement of grain abroad, the railroad officials seem determined to delay the completion of this much needed elevator so long as possible. All the contractors need to expedite the completion of this much needed elevator is men and material. The construction has lagged so long it would seem that the Food Administration would have long since discovered this needless delay and taken steps to hasten the completion of the elevator. The rapid handling and large storage facilities of this elevator would greatly increase the grain handling capacity of the port, and would help greatly in facilitating the movement of grain to Europe.

Grain Dealers Profits.

The most vital subject discussed at the Milwaukee convention was the report of the Legislative Committee which was devoted principally to the discussion of the proper limitations to place upon the profits of grain dealers in order to comply with the law prohibiting unreasonable profits to dealers in food stuffs. Every dealer in grain owes it to himself and his grain business to peruse most carefully the comprehensive, clearcut, logical presentation of the efforts of the Advisory Board to arrive at some equitable plan for measuring or determining what constitutes a reasonable profit in handling grain.

While the matter has not yet been decided it seems probable from the report of the committee that dealers whose dealings in cash grain do not amount to \$100,000.00 a year will not be affected by the law, and those whose annual turnover, that is sales of grain, do not exceed \$300,000.00 annually will no doubt be warned against planning to get profits in excess of 5%. Dealers whose annual turnover exceeds \$300,000.00 will be expected to avoid making as large a percentage on the amount of that turnover in excess of \$300,000.00 as they do on the first \$200,000.00.

If the plan of establishing a maximum permissible profit for dealers in grain is adopted then it will be incumbent on all dealers to keep their dealings in grain separate from their dealings in feedstuffs, flour, lumber, coal, options, or any other side lines. The Food Administration may also seek to regulate the profits on flour and feedstuffs, but it will be through a different department and based on a different percentage than the maximum profits permissible on the annual turnover of grain.

The subject is so new to the trade that in order to comprehend the true force of the law, and the intentions of those to whom its enforcement is intrusted, dealers should give careful reading to the reports of the three members of the committee given in the proceedings of the Milwaukee Convention elsewhere in this number.

GRAIN PRODUCERS rightly are beginning a movement looking toward representation on the joint com'tes of railroads and shippers that are to have the adjustment of rates in charge under the new federal railroad administration. Some of the grain ass'ns closely identified with the farmers who have been encouraged by the regular dealers to participate in these conferences have learned that the dealers have all they can do to resist unfair discrimination between markets and can not protect the producer against the increased toll between grower and consumer exacted by the railroads.

The Dominating Spirit of the Milwaukee Convention.

The enthusiasm and good cheer of the great Milwaukee Convention was overshadowed only by the loyalty to the Government earnestly expressed at every opportunity. The patriotic zeal with which the dealers applauded every new sacrifice suggested for them, showed very clearly that the organized grain trade is willing to do anything within its power, which the leaders consider essential to expedite the winning of the war.

The confidence of the members of the trade in the ability and integrity of Mr. Barnes and his associates prompts them quickly to accept any plan of operation suggested for the promotion of the common cause. The desire and purpose of all the dealers is to win the war now. Build business afterwards.

Reporting Leaks.

The large number of reports published in recent numbers of the Journal of cars seen leaking grain in transit reflects a kindly willingness on the part of many of our readers to help their brother shippers in collecting for grain lost in transit. The signed reports of cars seen leaking grain along the way, which are published in every number of the Journal can always be substantiated by addressing the man whose name is signed to the report, and many grain shippers have acknowledged their indebtedness to their brother dealers for information which helped them to collect pay for their lost grain. It is gratifying to learn that more and more grain dealers are coming to recognize the true value of this service and to take steps which will reciprocate the service of their brother shippers. One firm frequently contributing to our "leaking in transit" column is the Cargill Elevator Company, who have issued a general order to all its agents to keep on the lookout for leaking cars, as is evidenced by the following:

CARGILL ELEVATOR COMPANY.

Minneapolis, Minn., Sept. 7, 1918.

General Order No. 32.

Dear Sir: If you should notice any cars of grain at your station or passing en route, leaking, in bad order or without seal protection, will you kindly report the facts to us; giving us the initials, car number, date and the condition of the car?

Such reports will result materially in the collection of claims for shortage.

Yours very truly,

Some grain dealers invariably make it their practice to watch all cars of passing trains in the hope of discovering leaks and reporting them to the train crew or station agents, as well as to the Grain Dealers Journal. If all shippers made it a practice to watch passing trains enough leaks would be reported to induce the railroad companies to make a more earnest effort to supply fit rolling stock for bulk grain shipments.

New Oats Grades.

Mr. Livingston of the Buro of Markets surprised the dealers at the Milwaukee convention by presenting tentative rules for new oats grades, all of which are presented on page 477 of this number. The Buro will begin next month to hold hearings at different central points in hopes of learning the views of grain dealers on the grades outlined. Dealers who are unable to attend these hearings and voice their opinions regarding their practicability should write their objections and suggestions to the Buro of Markets, Washington, D. C.

It was suggested by Mr. Livingston that if the members of the trade deemed it inadvisable to adopt the new oats grades effective with the movement of the 1919 crop then their enforcement might be deferred one year until all members of the trade have had an opportunity to familiarize themselves with the different provisions of the rules, so that their adoption throughout the country could be accomplished with the full knowledge of everyone interested in the trade and without effecting an expensive surprise on any one.

Stop the Wanton Waste.

One who goes much into railroad yards these days cannot fail to come away with a feeling that much of our efforts at food conservation are made farcical in the light of the wanton waste of commodities of all kinds while they are in transit from one point to another. This waste has always been going on, and we will always be troubled with some of it, because it is inevitable that in handling such vast quantities of goods some accidents will occur.

But the waste which impresses the observer most forcibly is that which seems to be largely preventable. In this class falls the loss of grain thru leakage from cars; and if this loss could be totalled and converted into terms of bushels and dollars it would present a picture that would command instant attention. Unfortunately, the average human mind refuses to be impressed by little things, and it refuses, likewise, always to consider the fact that it is an accumulation of the small which makes the great.

Thus, we note and dismiss with but slight comment the car that has scattered one bushel of wheat along a mile or so of railroad track, forgetting that this particular car has traveled several hundreds of miles and may have lost many bushels of wheat; and forgetting, also, that this car is but one of thousands which in the course of a year lose a bushel of wheat each, making a total of *not one bushel, but many carloads*. And practically all of this waste can be prevented by careful selection and proper

repair and cooperage of cars and careful handling of those cars while they are in transit. It is a task in which both grain shippers and carriers have a part and it can be solved by no one else.

Join the conservationists, help stop this waste.

Loss and Damage Claims.

Grain shippers who are drawn into the controversy of what constitutes adequate weighing facilities must not overlook the fact that many shortages are traced direct to defective handling equipment, to careless work on the part of the unloaders, to pilfering and to careless work on the part of the man in charge of the scale. The scale on which the actual weighing is done might be recognized as a perfect weighing device, and still with other factors making for loss of grain many shortages are sure to occur.

Inspection of a large pile of barley on a terminal track recently disclosed the fact that the floor of a new car had dried out sufficiently so as to drop out a knot, and much grain was lost to the shipper, altho in this case the grain leaked out was shoveled into another car and sent to the team tracks for sale for the benefit of the carrier.

A careful tracing of loss and damage claims to their source will in most cases cast no reflection on the weighing device. Shippers must of necessity assume all the hazards of handling their property through their elevators and it is unfair for the railroads to attempt to force them to assume not only the hazards of transportation but all the hazards accompanying the unloading of grain into an elevator at destination as well as the weighing of the grain. It is placing entirely too much burden on the shipper. The terminal elevator man has always assumed the full responsibility of the hazards of the grain after it left the scale hopper. It seems fair that the carrier should assume the hazards of transportation.

THE AGITATION for uniform grades of grain in all markets was originated by the National Ass'n in its early struggles and vigorously discussed at several meetings before the rank and file of the grain trade even begun to consider seriously the practicability of the proposed reform. The Com'ite on Uniform Rules should have no hesitation in claiming all credit for the organization for starting one of the most needed reforms ever inaugurated by a grain trade ass'n. After the convincing proof of the wide variations in the grades of the different markets voluntarily exhibited by the various inspection authorities at the great Des Moines meeting of 1901 nothing was left for the National Ass'n to do but to work for uniformity, and it has consistently stuck to that reform ever since.

Paper as a Car Liner.

We have published many articles during recent years favorable to the use of paper for lining cars and covering weak spots so as to prevent the loss of grain, but it was never contemplated by ourselves or any of our correspondents that newspapers or tissue papers should be used for liner. The only place thin, brittle, weak paper is of any use in cooperating a car is to form a pad to cover the poor posts when nailing on the grain door so as to insure the door hugging up closely and preventing any grain leaking out between them.

We have eight samples of paper taken from grain laden cars by the Deputy weighman of the St. Louis Exchange Weighing Department. Five samples might be suitable for carrying home a pound of steak, but the grain dealer who uses such flimsy paper in attempting to line a car wastes his time and thwarts his own purpose.

Three other samples are of good texture. Two of them are strong craft paper. One light weight with a long, strong fibre so that it is difficult to tear or push a hole through the paper. One heavy strong craft stock which was used in lining Erie car 69123 is strong enough to hold in the grain even where sheeting of the car is sprung in transit. The last and best of these paper liners was taken from Santa Fe car 30478. It is composed of a light weight sheet manila coated with some sticky substance over which is spread a very wide mesh cheesecloth, the whole forming a very strong liner.

Grain shippers who are in earnest; who really desire to prevent their cars leaking grain in transit have not time to waste in lining cars with tissue paper—they not only waste paper but labor and grain. In lining cars use strong paper or none.

HAS the new employe received full instructions in the care of the machinery to guard against fires, and does he know where the water barrels and buckets are located and how to use them in case of emergency? The time to give him these instructions is now, before the fire starts, for it may happen that the safety of the entire plant will depend upon him at some not far distant time.

THE PERMIT SYSTEM fully described elsewhere is a basic plan and is subject to daily change. Already it is being modified in some markets to permit the shipment of wheat to terminals rather than the coarse grains. In self-defense the shippers can only adopt the practice so generally resorted to by the politicians, of "passing the buck" to the farmer by refusing to carry his wheat or other grain in the elevator for an indefinite time without interest or storage charges.

Asked— Answered

[Readers who fail to find information desired on any subject of interest to grain dealers should send us their query for free publication here. The experience of your brother dealers is worth consulting. Replies to queries are solicited.]

Recovery for Loss in Transit?

Grain Dealers Journal: We had a car of oats go in with broken grain door. The railroad company offers to split 50-50, claiming poor cooerage. The boards were cedar and doubled; properly applied as we have always done. Are we not entitled to full recovery?—C. R. Smith, mgr. Farmers Grain Co., Webster City, Ia.

Ans.: The shipper being prepared to prove that the car was properly coopered is entitled to recovery of the entire loss. The carrier is liable for leaks due to rough handling of cars, and a showing that grain leaked around or thru grain door is not conclusive evidence that shipper was grossly negligent in coopering.

Interest on Drafts?

Grain Dealers Journal: I would like to ask thru the Journal if any Board of Trade firm or other receiver of grain could legally charge 7 per cent on money advanced on Bs/L. The statute says 5% only can be charged on open accounts, but that 7% can be contracted for by note, therefore I do not see how any firm or corporation can change this. I might put on my statement heads that I would charge 7% on my open accounts if not paid when due or in 10 days but that would not be legal.—J. S. Cameron, Elliott, Ill.

Ans.: The grain commission merchant or receiver is the agent or servant of the consignor and the principal must pay all the expenses incurred by his agent in disposing of property. The shipper may consign property to a commission merchant without making draft. If he makes draft the receiver who provides the money may charge whatever expense is incurred in obtaining the funds, according to law.

Custom has modified the practice in the grain trade, so that irrespective of whether the funds are provided from the capital of the receiver or borrowed by him from a bank on the security of the B/L or otherwise, the receiver makes a charge therefor, and on most of the leading exchanges the rate of interest is regulated by the rules and fixed monthly by a finance com'tee. The rules go further and provide in some exchanges that on sales of grain made direct by shipper the buyer shall charge interest on drafts.

The commission merchant or buyer who fails to observe this rule is liable to expulsion from membership, or other less drastic penalty, consequently the receiver will refuse to do business with anyone who objects to the rate of interest.

As to the legality of the charge, it must be upheld because it is agreed to by the borrower. When the shipper makes draft he knows that he will have to pay interest and that it will be fixed by the other party. Morally, also the shipper should pay the interest on a consignment, as the commission merchant has no way to expedite the movement of the car to destination.

The buyer f. o. b. shipper's track is in a different position. On a sale f. o. b. as soon as the grain has been loaded into the car all responsibility of the shipper, for interest, deterioration and delay should cease; but this, again, is modified by the contract, and if the grain is bought under the rules of a named market requiring the seller to pay interest on money advanced to him, he is legally bound to pay interest.

Decisions on Liability for Deterioration During Delay?

Grain Dealers Journal: Can the Journal refer us to any judicial decisions fastening liability on railroad for loss on account of deterioration in quality due to delay in transit?—Townsend-Ward Co., Buffalo, N. Y.

Ans.: Following are decisions in which the courts held the railroad liable for damages on account of deterioration of grain in quality due to delay in transit:

Knox & Houck v. C., C. & St. L. R. R. Co. Supreme Court of Indiana. 98 N. E. Rep. 295. Vol. 29, Grain Dealers Journal, page 391.

W. R. Hall Grain Co. v. L. & N. R. R. Co. St. Louis Court of Appeals. 128 S. W. 42. Vol. 24, Grain Dealers Journal, page 874.

E. B. Conover Grain Co. v. Wabash Ry. Co. Appellate Court of Illinois. Vol. 39, Grain Dealers Journal, page 904.

John Lyons v. Grand Trunk R. R. Co. Supreme Court of Michigan. 152 N. W. 88. Vol. 34, Grain Dealers Journal, page 718.

Citizens & Marine Bank v. Southern Ry. Co. Supreme Court of North Carolina. 69 S. E. 261.

Southern Ry. Co. v. Langley. Supreme Court of Alabama. 63 South. 545.

All the decisions hold the carrier liable when the delay has been unreasonable. In defense the carrier can not plead an unexpected congestion of traffic, unless due to act of God, as transportation is its business and it is presumed to know traffic conditions, and has the remedy of imposing an embargo against the acceptance of shipments, just as at present the railroad administration has embargoed practically all terminal markets against grain.

Under federal operation the liability of the carrier is the same as before.

Who Pays Charge for Out-of-Line Haul?

Grain Dealers Journal: I sold a car of wheat to a dealer at Hutchinson on a definite price for No. 2, No. 3 to apply at a discount, basis Kansas City, destination weights and grades to govern settlement. I loaded the car with wheat which I graded No. 3 and billed the car as instructed. The purchaser reconsigned to another point, A—. At A— the grain was graded "live weevil" and rejected. The dealer to whom I had sold called me, notifying me of the rejection, and telling me he had forwarded the car to Kansas City; stating that if it graded No. 3 or better at Kansas City it would apply on contract, and that if it failed to so grade we could take up the matter later. At Kansas City the wheat was graded No. 3. Therefore it applied on contract and returns were rendered me accordingly, but in the account sales was an item for a charge for an out of line haul involved in taking the car to A— and bringing it back to the main line of the railroad in order that it might go on to Kansas City. I do not feel that I should pay this out of line haul charge. Should it be paid by me, or by the dealer to whom I sold the wheat?—Kansas Shipper.

Ans.: From the facts submitted it would seem that the charge for out of line haul should be paid by the dealer to whom sale was made by the shipper. The grain having been sold "basis Kansas City," the only freight charge properly assessable is the lowest rate from point of origin to Kansas City, together with switching or other tariff charges. The reconsignment to A— was, apparently, done without the shipper's knowledge and he should not be held responsible for any cost which the action incurred. When the grain graded according to contract at Kansas City, it filled the shipper's sale and his interest in the matter ended. It is of no concern to the shipper that the purchaser elected to take the car via a route other than the shortest and cheapest one in getting it to its ultimate destination (Kansas City). The purchaser's claim for the recovery of the out of line charge would lie against the person making the incorrect inspection at A—.

Agent Must Bill Out Defective Car.

Grain Dealers Journal: When an empty car is spotted at my elevator, and the railroad agent does not examine it to see whether it is fit for grain or not, and I go ahead and load it, and then the agent refuses to bill it out because it has sprung a leak, can I not compel the railroad company to accept that car or transfer the grain in it?

Is not the agent supposed to pass upon every car to be loaded and if he says nothing must it not be accepted after being loaded?—F. A. Wallin, Carroll, Neb.

Ans.: When a car is discovered to be in bad order after having been loaded, the thing to do is to move it to a track where it can be set out as in bad order, either to be coopered or moved to a point where the contents can be transferred to another car.

The agent should issue the shipper a B/L covering the bad order car, as to do otherwise would hold up equipment.

Car inspectors can not be maintained at every point where grain is loaded, and the cars are inspected at certain points.

It is up to the railroad company to accept and make disposition when grain has been loaded into a defective car.—R. H. Aishton, regional director, Northwestern Region, U. S. Railroad Administration, per C. B. Wright, Chicago, Ill.

Recourse for Shortage?

Grain Dealers Journal: We got a car of bran some time ago which checked out 5 sacks short when unloaded here at our mill. The original contents of the original car were subsequently re-loaded into another car and our previous check of 5 sacks short was confirmed by this re-loading. The car arrived at our plant under the original seals. The shippers claim that the Western Weighing & Inspection Bureau investigated the loading of this car at point of origin and were satisfied that 600 sacks were loaded. The mill also makes an affidavit that 600 sacks were put in the car. We are satisfied that there were only 595 sacks in the car—at least there was only that number in it when it reached us, and the original seals were intact. The railroad company would not, of course, be responsible for the shortage. The mill refuses to be responsible and the broker thru whom we bought the car disclaims any responsibility.

Under these circumstances it will be appreciated if the Journal will advise us against whom we have recourse, if any, for this shortage.—Westbrook Grain & Milling Co., Pine Bluff, Ark.

Ans.: Proof that 600 sacks were loaded fixes the responsibility of the railroad company to deliver 600. Proof that 595 only were delivered fixes the liability of the railroad company for the shortage of 5 sacks. It is between the railroad company and the receiver, and the receiver's recourse against the carrier depends upon the sufficiency of his evidence. As to proving the number of sacks delivered, the receiver is in better position than the railroad company, which had no man present to tally out the number. After the sacks have been placed in the car and covered from sight by other sacks it is impossible to verify the count without unloading nearly all of them, while the receiver could have several employees at his plant make a separate count and affidavit.

If the bran was sold delivered, destination weight, the mill would have to make good the loss and look to the railroad company for reimbursement; but when the terms of the contract require the buyer to accept shipper's weight, the buyer must look to the railroad company to make good the shortage.

THE ARGENTINE MINISTRY of agriculture estimates that Argentina still has 2,000,000 tons of wheat from last crop available for export, besides 1,500,000 tons of other cereals.

Leaking in Transit

Grain dealers can help brother sufferers in the collection of claims for loss by reporting to Grain Dealers Journal, for free publication, car initials, number, place, date and condition of car seen leaking grain in transit.

Recently we have received reports of the following leaking or bad order cars:

N. Y., N. H. & H. 85442 passed east thru Lanesville, Ill., Sept. 23, leaking wheat badly at ends. No time for repairs.—T. L. Brokaw, engineer Mansfield-Ford Grain Co.

C. & A. 16315 was side-tracked Sept. 20 at Rio, Ill., en route to Minneapolis on account of hot box. Door open and grain door bulged so bad it looked as if it had leaked a little wheat. We had agent re-seal car door, but they did nothing more.—F. L. Hough & Co.

M. P. 27183 was reported by our agt. at Central City, Neb., to have passed, eastbound, thru his station Sept. 19 in an extra Union Pacific train leaking wheat badly at side of car where the siding was broken loose at the bottom.—T. B. Hord Grain Co., T. B. King, treas.

St. L. & S. F. 29991 passed thru Helena, Okla., westbound to a point in California Sept. 18 leaking wheat thru floor boards. Car end in bad shape. Discovered and repaired by train crew. Likely to be transferred at Waynoka, Okla.—Roy R. Wright, mgr. Farmers Co-operative Shipping Ass'n.

P. M. 52056 passed thru Northwood, N.

D., Sept. 17 leaking at side door.—Thos. Pendergast, mgr. Northwood Equity Elvtr. Co.

C. B. & Q. 106362, loaded with oats, passed thru Roseville, Ill., Sept. 16, leaking badly at side. Believe it to have been loaded at one of Bader & Co.'s stations. Train crew were trying to stop leak.—C. W. Langdon, mgr. Farmers Elvtr. Co.

C. N. J. 10921 reported by our agt. at Milroy, Minn., to have passed thru that station Sept. 16 leaking wheat near door post.—Cargill Elvtr. Co., Minneapolis, O. Mortensen, traffic mgr.

35 cars loaded with wheat, barley, flaxseed and merchandise, were wrecked three miles east of Marvin, S. D., Sept. 16, on the C., M. & St. P. R. R.

C. & N. W. 86982 reported by our agt. at Milroy, Minn., to have passed that station Sept. 16 leaking wheat badly at one side near corner.—Cargill Elvtr. Co., O. Mortensen, traffic mgr., Minneapolis.

C. M. & St. P. 202594, loaded with oats, was set out at Dana, Ia., Sept. 13 for new brass. Door post broken and bulged out 6 inches, causing leak.—G. E. Meredith.

M. P. 15086, loaded with shelled corn, passed southbound thru Baxter, Ia., Sept. 13, leaking over sand board. Had hot box near the leak.—W. T. Thorp, agt. Clark Brown Grain Co.

C. & N. W. 23245 was reported by our agt. at Hawick, Minn., to have been set out at his station a few days prior to Sept. 13 account leaking badly.—Cargill Elvtr. Co., O. Mortensen, traffic mgr.

C. R. I. & P. 31701 was burst at the end and leaking wheat badly when seen while being switched by the Mo. P. Ry. at Wagoner, Okla., Sept. 13.—The O'Bannon Co.

C. R. I. & P. 39944, reported by our agt. at Central City, Neb., Mr. Wm. Palmatter, as in an eastbound freight train morning of Sept. 12 and leaking wheat badly at side door. Train switched around Central City quite a little while and a considerable quantity of wheat was lost here.—T. B. Hord Grain Co., T. B. King, treas.

C. M. & St. P. 3936 was reported by our agt. at Clontarf, Minn., to have been set out at that station Sept. 10 with draw bar pulled out, outside boarding broken, side door gone from one side and patches on the

outside.—Cargill Elvtr. Co., O. Mortensen, traffic mgr.

H. V. 30819 reported by our agt., Wm. Palmatter, passing Central City, Neb., eastbound in an extra U. P. train morning of Sept. 11 leaking wheat badly at side door.—T. B. Hord Grain Co., T. B. King, treas.

P. & L. E. 30531 was reported by our agt. at Clontarf, Minn., to have been set out at that station Sept. 10 with draw bar pulled out and end sprung badly.—Cargill Elvtr. Co., O. Mortensen, traffic mgr.

L. V. 74450 reported by our agt. at Clontarf, Minn., to have been set out at that station Sept. 10 with end sprung and patches on outside at one end, and leaking slightly at draw bar.—Cargill Elvtr. Co., O. Mortensen, traffic mgr.

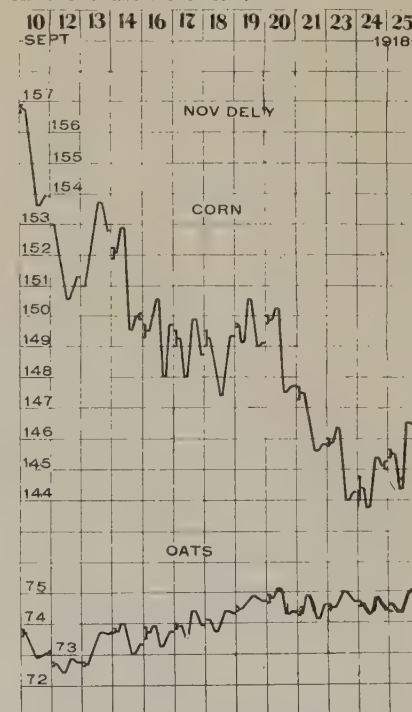
I. C. 24579, eastbound, was side tracked at Sublette, Kan., Sept. 9, for repairs. Leaking wheat.—Geo. E. Linderman, local mgr. Hugoton Elvtr. & Whse. Co.

N. P. 33871, loaded with oats, was set out at Badger, Ia., Sept. 7, for repairs. One end completely demolished. Hole in the floor 12 in. wide and 4 feet long.—T. A. Pfund, mgr., Farmers Elvtr. Co.

C. R. I. & P. 62978, loaded with white corn, passed thru Lake View, Ia., Sept. 7, leaking very badly at door post.—C. P. Armstrong, mgr., Lake View Grain Co.

Chicago Futures

Opening, high, low and close on corn and oats for the November delivery at Chicago for two weeks past are given on the chart herewith:



New Pres. of Winnipeg Exchange.

Fred J. Anderson, pres.-elect of the Grain Exchange of Winnipeg, Man., is a typical product of the Canadian-American Northwest.

Born at Ishpeming, Mich., in 1878, he was educated at Litchfield, Minnesota, and there commenced his business career in a law office. Removing to Minneapolis he engaged in the life insurance business in 1899; and after four years went to Winnipeg, where he has since been engaged in the grain business. Since its formation he has been with the British Empire Grain Co., of which he is now sec'y.

He was married in 1909 to Katharine Brown of Brown's Corners, Ont., and has one son. He finds recreation in motor and golf and is active in the leading clubs. A portrait of Mr. Anderson is given herewith.

Daily Closing Prices.

The daily closing prices of oats and corn for October delivery at the following markets for the past two weeks have been as follows:

	Sept. 10.	Sept. 11.	Sept. 12.	Sept. 13.	Sept. 14.	Sept. 15.	Sept. 16.	Sept. 17.	Sept. 18.	Sept. 19.	Sept. 20.	Sept. 21.	Sept. 22.	Sept. 23.	Sept. 24.
OCTOBER OATS.															
Chicago	71½	71½	71½	71½	72½	72½	72½	73½	73½	73½	73½	73½	73½	73½	73½
Minneapolis ..	68½	68½	67½	69	68½	69½	69½	70½	70½	70½	70½	69½	69½	69½	69½
St. Louis	72½	72½	72½	72½	73½	73½	73½	74	74	73½	73½	73½	73½	73½	73½
Kansas City ..	72	71	71½	72½	72	72½	72½	73½	73½	73½	73½	73½	73½	73½	73½
Milwaukee	71½	71½	71½	72½	72½	72½	73½	73½	73½	73½	73½	73½	73½	73½	73½
Winnipeg	82½	82½	82½	82½	82½	83½	84	84½	84½	84½	84½	85	84½	84½	85
OCTOBER CORN.															
Chicago	154½	154½	152½	154½	152½	153½	152½	152½	152½	150½	146½	146½	146½	147½	147½
St. Louis	158½	156½	156½	156½	157½	155½	155½	155½	155½	153½	150½	150½	150½	150½	150½
Kansas City ..	160½	159½	158½	159½	157½	158½	157½	157½	158	156	152½	152½	152½	152½	152½
Milwaukee	154½	154½	152½	154½	152½	153½	158½	152½	152½	150½	148½	146½	146½	146½	146½

Fred J. Anderson, Winnipeg, Man.
Pres. Grain Exchange.

Letters

[Here is the grain dealers' forum for the discussion of grain trade problems, practices and needed reforms. When you have anything to say of interest to members of the grain trade, send it to the Journal for publication. It may draw out the views of others.]

Car 99970 Pounds Oats.

Grain Dealers Journal: We had in Sept. 17 to-day a car of oats from Iowa in which there was loaded 99,970 pounds of oats. It is a 100,000 pounds capacity Union Pacific car and we find that it is the largest load of oats that we have handled in our experience at the Kansas City market.

When we started in the grain business here a car of this size would have been unheard of; 40's were the usual run and a 60 capacity car was then considered a big car.—W. S. Nicholson Grain Co., Kansas City, Mo.

Reasons for Failure of Concrete.

Grain Dealers Journal: We note in your issue for Sept. 10 of the failure of the straight concrete wall in the Farmers Elevator at Minier, Ill. This failure, in the writer's opinion, was due in part to the use of sliding forms in the construction of the building, and we believe, also, that the walls of the straight part, if 16' long, should have been 9" thick.

It is our opinion that investigation of the failure should have developed the fact that the steel was not bonded to the concrete in their 6" wall, as the building was designed and supervised by the engineers and built with sliding forms. We build elevators with steel and wood panel forms; and have had to take down the walls of the elevator at Fairmont, Ill., which had been built up 20' by another contractor, using sliding forms. On account of poor construction he was stopped and the writer was asked to come and help them out.

We found that only about 20% of the steel was bonded to the concrete, and that we could fracture the wall at the line of the steel better than elsewhere. The steel was to have been placed 6" on centers, but we found it from 6" to 3' on centers. The lifting motion of the forms in sliding upward against the settling motion of the concrete left the walls in very bad condition. The walls themselves were from 4" to 8" thick, and all should have been 8". We never use 6" walls in a straight wall work for spans over 11', altho several elevators built after our own design with 6" walls have been tested and were found satisfactory. But our vertical steel is placed 2' on centers and horizontal steel is placed before inside forms are set and tied in place with No. 18 stove pipe wire, so that we know it is where it belongs; and the concrete is 24 to 48 hours old before our forms are removed and placed on top.

It is difficult to place steel in sliding form construction and keep it in place, and the weight of the forms and the vibration of the jack rods destroy the bond between the steel and concrete, especially in narrow 6" walls. In 9" and 10" walls it will be somewhat different.

We are silo builders, but will state that there is more pressure in the bottom of a 16x80-ft. silo than in a grain bin 16x80 feet filled with wheat, and our engineers (who are my two sons, both with the U. S. Army at present) make us use

more steel in the silo.—Geo. W. Quick, Tiskilwa, Ill.

Dumping Auto Trucks.

Grain Dealers Journal: While on a recent trip in Iowa a friend handed me four copies of the Grain Dealers Journal and called my attention to articles therein relating to the dumping of auto trucks in which I became greatly interested. The articles to which I refer were as follows: An editorial on page 738 of the issue for May 10, 1918: "Extra Hopper For Receiving Grain From Trucks" and "Good Idea For Receiving Grain From Trucks," on page 934 of the issue for June 10, 1918; an editorial, "The Auto Truck," on page 205 of the issue for August 10, 1918; and another editorial on page 285 of the issue for Aug. 25, 1918.

It seems to have been the impression of the writers that oil dumping trucks should be kept away from the receiving sink, and that farmers should be induced to use trucks having a dumping box as it would cost them no more than a stationary box.

There has been placed on the market recently an improved interchangeable dump, the mechanism of which is arranged in such a way that it can be used in dumping all kinds of vehicles, wagons, sleighs and auto trucks. It takes no more time to arrange the dump from a wagon dump to an auto truck dump than is required for a man to go from one side of the elevator to the other side hunting for a scoop.

When an auto truck is on the dump the end gate is removed for the discharge of the grain, and the dump is set so that it will descend to the proper angle to cause the grain to discharge. The mechanism consists of an automatic lock that holds the dump and truck in a tilted position until the grain runs out. The operator may use a broom for sweeping the bottom of the box if that is necessary. He then goes back to the controlling friction clutch and by operating a lever with his foot he releases the automatic lock that holds the dump and truck in an inclined position. Now, by its own weight in front, and by the will of the operator, the dump lets the truck down to normal position. No farmers or employees need be called to assist in righting the truck.

This dump has been erected in one elevator in Illinois and another in Iowa and has given satisfaction. Others are in process of construction.

The oil pan of the truck, which one writer cautions against, comes way ahead of the pit, even if there was any dripping of oil, which there is not; and the new dump handles a wagon box on the truck that is very nearly the length of the dump, and the box covers the sink opening.

The dump is built in two sizes, the smaller to accommodate wagons, sleighs and auto trucks with capacity up to 6 tons, and the larger for trucks from 6 to 12 tons.

In Iowa I observed various kinds of trucks in use, and I found it to be the opinion among grain dealers and farmers that the 1 to 1½-ton truck is the most practicable. I saw a truck weighing 2 tons, or better, and loaded with 170 bus. of oats, drive into an elevator and the dump gave way on one side. This was due to the fact that it was of cheap construction. One contractor told me that he has to buy the cheapest junk he can in order to under bid his competitors. It also seems that a 6 to 8-ton scale is the most practicable for those using dump scales.—C. L. Aygarn, Paxton, Ill.

Why Silo Builders Fail.

Grain Dealers Journal: It has been proved many times that concrete elevators can not be planned and built on the silo basis that will hold grain.

A concrete bin can not be made to hold grain with a wide reinforcement. One-fifth the amount of steel is used that is necessary; and being placed by inexperienced men is of little or no effect in resisting the pressure of the grain.

We greatly regret to have such things happen, as it hurts the legitimate contractor, and helps to convince some that concrete is no good.—Younglove Construction Co., Sioux City, Ia.

Railroads Dilatory in Payment of Claims.

Grain Dealers Journal: Last season we experienced several heavy losses incurred in transit, and have filed claims on all of the cars, but to date very few have been reported on by the railroad company. We have made many inquiries as to what disposition has been made of these claims but can get no satisfactory reply.

The cars in question have all the evidence against the railroad company, as well as car condition reports by the Chamber of Commerce from destination terminals and inspection reports. Still we are not able to get reimbursement for these losses. On what few we have heard from the railroad company insists that we reduce our claim and compromise on the amount it offers, but we are not inclined to do so.—Pioneer Seed & Grain Co., Burley, Idaho.

Handling Costs Analysed.

Grain Dealers Journal: I am attaching a copy of a statement sent to Mr. J. J. Stream, Chief of the Coarse Grain Division of the Food Administration. Upon request of Mr. F. D. Durant, of Minneapolis, I made out this statement, in which is shown a very nearly accurate analysis of the cost of operating an elevator.

It will be noted that the margin of profit upon which we are operating is very meager, and where there are so many hazards as there are in the grain business we should be allowed a wider margin.

I am not looking for big profits, and if we were sure of making \$2,600 on 100,000 bus. all would be well and good; but we are not. I believe on working on a wider margin, and if at the end of the year we have a net profit larger than \$2,500 or \$2,600 the excess could be devoted to war taxes, the Red Cross, or something like that. In other words, it looks as if it is not how much we are going to make, but how little we are going to lose.

The statement follows—

Exhibit A.

Interest on cost of grain from time we pay for it until we realize from its sale.	
Basis, 1,000 bus.	
1,000 bus. wheat @ \$1.92.....	\$1,920.00
Interest @ 7% per annum.....	134.00
Interest for one month.....	11.20
Interest for one day.....	.373
Interest for 36 days (average time before we realize).....	13.428
Interest on 1,000 bus., 36 days....	13.428
Interest on 1 bu., 36 days.....	.013

Exhibit B.

Cost of handling operations. Basis, a car-load of 1,500 bus.	
Average switching charge.....	\$ 1.50
Inspection, weighing and sampling....	1.50
Gasoline for taking in and loading out, by actual test made by myself.	
Gasoline cost 31c per gallon.....	3.00
Lubricating oil10
5 lbs. 8d nails @ 6c.....	.30
Freight on dockage, average 2%.....	6.60

Insurance on grain for 2 weeks. Cost
is \$18 per \$2,000 for 6 months..... 2.25

Total for 1,500 bus.....\$15.25
Cost per bu. of handling operations.. .01

Exhibit C.

Cost of handling grain. Basis, 100,000 bus. per year.
Manager's salary for 1 year.....\$1,980.00
Helper's salary for 5 mos. @ \$125. 625.00
Postage 30.00
Stationery (very meager allowance) 35.00
Grain Bulletin Daily Price Cards 1 yr. 14.00
Wire and phone for 1 yr..... 5.00
Bond for manager, 1 yr..... 30.00
Board of Directors meeting fees @ \$2.50 per meeting; basis cost for 1916-17 205.00

Total for 100,000 bus.....\$2,924.00
Cost of handling per bu..... .029

Exhibit D.

Interest on investment and fixed costs. Basis, 100,000 bus. per year. Cost of elevator, \$7,000.
Interest on cost of elevator, \$7,000 @ 7%\$420.00
Rental of site, 1 yr..... 20.00
Insurance on elevator, \$5,000; premium \$22.78 per 6 mos..... 45.50

Total for 100,000 bus.....\$485.50
Cost per bu.0485

Note: I am not including repairs; our repair bill for this year amounts to very nearly \$275.00 without any cost for installation.

Exhibit E.

Loss, etc. Basis, 100,000 bus: Actual loss based on my experience in 1917, when I shipped 25,000 bus. with loss of 60 bus. (railroad rule for grain transit loss of 2 bus. per 1,000 bus)\$300.00
Auditing books, basis average cost for 1914, 1915 and 1916..... 232.00

Total for 100,000 bus.....\$532.00
Cost per bu..... .053

Recapitulation.

Cost of handling grain on basis of 100,000 bus. handled at station per year: Freight and war tax from Barber to terminal, per bu.....\$.22
Commission paid for selling, per bu. .015
Interest, etc., per bu. See Exhibit A. .0125
Handling operations, per bu. See Exhibit B01
Cost of handling, per bu. See Exhibit C029
Interest on investment, per bu. See exhibit D005
Loss, etc., per bu. See exhibit E.. .005

Total handling cost per bu., about.\$0.296

Minneapolis No. 1 Basis price.....\$2.235
Split premium on Minneapolis sales, Sept. 40075

Total received for grain, per bu..\$2.2425
Grain Bulletin Price Card gives price at Barber, Sept. 4..... 1.92

Gross margin, per bu.....\$.3225
Total handling cost per bu..... .296

Net profit per bu.....\$.0265

From this it will be seen that the total cost to operate a country elevator, exclusive of freight, is slightly over 7½c per bu. when 100,000 bus. are handled per year; and that the prices now being paid the farmer leave a net profit of slightly over 2½c per bu. for the elevator owner.—W. A. Clark, Barber, Mont.

Editor's Note: The statement of operating costs given above is fairly indicative of the fact that a higher margin is needed by country elevators than many of them are taking, but it does not take into consideration certain elements of handling cost which, while to some extent not susceptible of definite calculation, are nevertheless present; and which must be accounted for if the business is to result satisfactorily. For instance, provision should be made for the depreciation of the elevator property due to the wear and tear incident to its use; grain must always be kept insured while it is in the house, and the cost of this protection should be included in the tabulation of expenditures for conducting the business. In addition to these two items it will be found that there will be other costs to liquidate during the course of the year, and for that reason most stations will not be able to realize a net profit from a year's operations involving the handling of 100,000 bus. of wheat when a gross margin of only 10¼c, exclusive of freight, is taken.

Paper Not Sufficient for Coopering All Cars.

Grain Dealers Journal: I see by your comments in a recent number of the Grain Dealers Journal bearing on the matter of grain wastage that you are an advocate of paper for coopering box cars. I take it that you mean its use in a general way on all cars whether they are moderately good or in bad condition.

To my mind paper as applied by many shippers, and some of the carriers, is practically worthless. In the first place, a great deal of it is of very poor fiber and almost rotten, therefore, is easily torn on rough places of interior and is worn through by abrasion on grain doors and sides of car.

The impression has evidently been created among shippers that in fixing a car for grain loading all that is necessary after the grain doors are installed is the use of paper. This is altogether erroneous and is working considerable harm to the extent that less lumber is used than formerly in patching and reinforcing the bad and weak places, and inasmuch as the paper is considered a panacea for the many infirmities of a box car, apparently very little attention is given after loading to whether the sheathing is tight or not.

We have observed that some cars coming from country points are coopered better than others; this being due to the judicious application of paper and laths on sides and floor, and very frequently these cars show a much better class of coopering than we get in terminal markets where all the facilities are at hand for doing the work properly.

It has been said that the use of burlap on account of cost is prohibitive. In answer to this it can be said that Wheat is a life saver and is used for food and it would seem that the logic of those in charge of this matter is, waste the grain on the highway but save the burlap because it is more expensive than paper. This scandalous waste goes on while the Public is being admonished in flaming lithographs to save wheat, and is like saving at the spigot while the bung hole is left open.

There is plenty of room for constructive work in car coopering, and especially at this time when the price of grain is high and we not only need it badly to feed our people at home, but also our soldiers and allies in Europe. First in a work of this kind is the elimination of dilapidated and unfit cars and at the same time stenciling them, "ROUGH FREIGHT ONLY" so that they can only be used at the shipper's risk. Along with this the coopering generally should be standardized to the extent that there exist uniformity of method and material. I have found that the nearest approach to efficiency in work of this kind is to centralize the responsibility wherever the work is done.

Another very good reason for more adequate coopering is that there has been a tendency to load cars to axle capacity as a result of Government regulation, but we note that many shippers are not confining themselves to this as in many instances they are overloading as much as 20,000 lbs. above the limit capacity, and this is often done without considering whether the box is physically able to stand up under the strain.

Many of the bad leakers we have had recently were in some instances covered in part with paper which broke and let the grain go through the lining to the outside; in others it was tacked or lathed below the grain level without pay-

ing any attention to lining above paper to see that it was intact. This is what can be called the injudicious use of paper and is the cause of considerable loss.

Another factor causing loss is the use of paper on grain doors where doorposts are weak. This is a vital part and should be well taken care of in coopering as the door-post frequently bursts out enroute and causes great loss. There is at least 25% of the equipment in the physically infirm class which we believe is responsible for at least 90% of the losses of grain we have found recently. Do not understand me as being altogether against the use of paper in coopering cars. My contention, however, has always been that burlap not paper should be used on cars having bad interior if they are loaded at all, and especially should it be applied on grain doors and doorposts showing any weakness whatever.

Enclosed please find samples of cooperage paper taken from incoming cars which about represents the average as we find it; you will note that some of it is very inferior while other samples are very good. I might add that we find in some cars the paper is doubled on the grain doors which gives much better results than a single thickness.—Yours truly, John Dower, Supervisor, Dept. of Weights, Merchants' Exchange, St. Louis, Mo.

A Big Car of Oats.

Grain Dealers Journal: Recently we shipped a car of oats to Kansas City that we believe is the largest car of oats that has ever been shipped. If there is any that beats this, we would like to know about it.

The car contained 112,830 pounds or 3525 bushels and 30 pounds.—Central City Grain Co., Des Moines, Ia.

Prayer for Termination of the War.

The directors of the Chicago Board of Trade on Sept. 24 adopted the following resolution:

That upon the ringing of the bell at 12 o'clock each day all activities shall cease for one minute for silent prayer for the successful, speedy and victorious termination of the war.

It is the wish of the directory that this Angelus be observed in the offices of all the members.

Our Callers

Frank Ware, Butler, Ill.
E. J. Smiley, Topeka, Kan.
W. M. Randels, Enid, Okla.
Henry Wack, Baltimore, Md.
Frank Jones, Ridgefarm, Ill.
Elvis Weathers, Newman, Ill.
D. J. Riekens, Wellsburg, Ia.
H. A. Mottier, Terre Haute, Ind.
B. C. Bramham, Union City, Tenn.
Paul Larson, chief grain inspector, Sioux City, Ia.
S. A. Holder, chief grain inspector, Indianapolis, Ind.
W. P. Buchan, rep. Richardson Scale Co., Minneapolis, Minn.
John Dower, chief weighmaster, St. Louis Merchants Exchange.
Dr. J. W. T. Duvel, of the Food Administration Grain Corporation, New York.
Edward Harris, Officer-in-Charge Government Grain Elevators, New South Wales.

Crop Reports

Reports on the acreage, condition and yield of grain and field seeds, as well as on the movement to country markets, are always welcome.

CANADA.

Moncton, N. B., Sept. 4.—After a trip thru a large section of the grain growing area of New Brunswick the minister for agriculture gave it as his opinion that the crop of this year has been underestimated. Wheat fields are in fine appearance; the quality of the grain is of the highest; and there is no doubt that the Province will more than meet its flour requirements, and probably will be able to export a fair quantity.—Commerce Reports.

COLORADO.

Hayden, Colo., Sept. 10.—Crops are good. Last season we shipped 11 cars of grain and this season we expect to ship not less than 100 cars.—The Hayden Co-operative Elvtr. Co., R. H. Haifley, mgr.

Sterling, Colo., Sept. 20.—Eastern Colorado never had as good prospect for corn as this year. About out of the way of frost, so the crop seems assured. Frequent rains delayed threshing.—The Speits Grain Co.

IOWA.

Enterprise, Ia., Sept. 10.—Corn indications are very good. Average yield will be about 40 to 50 bus. per acre. Maturing nicely.—C. M. Nutter Grain Co., C. M. Nutter.

Linn Grove, Ia., Sept. 17.—The crops here could not be better. Corn is out of danger of frost, a good yield is expected, 60 to 70 bus. per acre. Oats yield about the same. We had a light frost here last week.—D. R. Miller mgr. Western Elvtr. Co.

Des Moines, Ia., Sept. 17.—Two weeks of abnormally cool weather have retarded the maturing of corn in most sections. Probably not more than 60% now safe from frost. Plowing is under way in all but southwest and west central sections, where soil is too dry. Seeding of wheat has made progress and where moisture is sufficient some is already up. Shock threshing about finished, but considerable grain remains in stacks.—Charles D. Reed, meteorologist, U. S. Weather Bureau.

ILLINOIS.

La Grange, Ill., Sept. 14.—Spring wheat crop fine; corn good; oats fine.—L. C. Brown.

Chebanse, Ill., Sept. 20.—First frost of the season last night. Probably not much damage done.—J. E. McMahan, agt. R. T. Cummings Grain Co.

Midland City, Ill., Sept. 20.—Heavy frost last night. Think it will be of benefit to corn. Crops are very good in this locality.—Leonard Burwell, mgr. Midland Grain Co.

Springfield, Ill., Sept. 18.—Corn is in good condition. Generally. Cutting was interfered with by the cool, rainy weather. Plowing for wheat and seeding continued under average conditions.—H. Merrill Wills, Observer, U. S. Weather Bureau.

INDIANA.

Williamsport, Ind., Sept. 13.—Corn badly damaged by drouth. A very large acreage of wheat will be sown this fall, with abundance of fertilizer being used to insure large yields.—Williamsport Grain Co.

KANSAS.

Falun, Kan., Sept. 16.—Soil in good condition for seeding, which has begun in earnest.—G. A. Forsee.

Oak Hill, Kan., Sept. 23.—Very little wheat left in farmers hands, as the crop was light.—F. H. Gripp.

Summerfield, Kan., Sept. 9.—Farmers starting to seed wheat. Ground in fine condition, due to recent heavy rains. Corn

crops will be very light.—A. C. Ropp, mgr., Farmers Union Co-operative Ass'n.

Ingalls, Kan., Sept. 11.—Lots of rain. Wheat about all threshed. Farmers seeding rye. Will be quite an acreage of wheat sown. Corn cut short by dry weather. Milo and kafir a fair crop if we do not have frost too early.—Ingalls Co-operative Exchange, W. L. Cannon.

Kansas City, Mo., Sept. 24.—Our Mr. Martin Hicks, in a letter dated at Marion, Kan., Sept. 23, says there is a large crop of wheat being put in all over that territory and the early planted wheat is up and looks fine. If next year is good for wheat Kansas will surprise the world as there will be more wheat planted in the state this fall than ever in any one year before. The soil is in fine condition and the farmers are putting it in proper condition before planting.—W. S. Nicholson Grain Co., Robert Nicholson.

Topeka, Kan., Sept. 16.—Correspondents from the western counties in the state all agree that there will be a large decrease in acreage sown to wheat present fall. Some of the southwest counties will show a decrease of fully 40% in acreage. The reasons assigned are lack of competent help to prepare the soil, high price seed, but the principal reason is the inability of the producer to secure credit that will enable him to purchase sufficient seed to seed the ground he could prepare. Few of them take kindly to the government plan and very few of them will avail themselves of the opportunity offered, claiming there is too much red tape connected with the plan. Correspondents agree that there will be a material increase in acreage sown to wheat in the eastern third of the state. Some counties will increase their acreage as much as 50%. It now looks probable that the amount sown to wheat present fall will fall short of last fall's seeding at least one million acres, and unless we have general rains during the present month, it will be even greater. The present corn crop, altho small, is more than double that of 1913, which was only a little over 18,000,000 bus. It is impossible to estimate this year's crop with any degree of accuracy.—E. J. Smiley, sec'y Kansas Grain Dealers Ass'n.

MICHIGAN.

Elkton, Mich., Sept. 20.—Grain crops are fair.—G. E. O'Dell.

Three Rivers, Mich., Sept. 9.—This county does not produce as much wheat as it formerly did.—C. L. Sukell.

Wheeler, Mich., Sept. 20.—Oats and barley are making good crop.—Guy M. Rowell, mgr. Wheeler Elvtr. Co.

MINNESOTA.

Hanska, Minn., Sept. 10.—Crops at one time promised to be excellent both in quantity and quality, altho wheat somewhat smutty in spots. Too much rainy weather lately, however, has set back threshing operations and caused the grain to be damp and badly stained with some sprouting in the shock. If frost keeps off another 2 weeks we should have a fine crop of corn.—Lars Gulbrandson, agt. Eagle Roller Mill Co.

MISSOURI.

Jefferson City, Mo., Sept. 1.—The Missouri corn crop has been cut in two since July 1, and the indicated yield is 18 bus., with prospective production of 130,500,000 bus. The condition, 46%, is lower than any year since 1866 except that of 1881, 1901 and 1913. Indications are for a large increase in acreage of wheat. Plowing 54% completed and going forward rapidly. More than usual interest in fertilizers and in the treatment for smut which damaged 11% of the wheat and 10% of the oats this year.—Missouri Co-operative Crop Reporting Service, E. A. Logan and Jewell Mayes.

MONTANA.

Fairfield, Mont., Sept. 16.—Crops are short. Most of the wheat had to be headed.—John Langwold, mgr. Farmers Co-operative Ass'n.

Miles City, Mont., Sept. 21.—Quality of wheat is good, altho the yield is short of normal account of excessive hot weather in June. An increased acreage of winter

wheat and rye being sown.—Miles City Mlg. & Elvtr. Co., J. W. Martin, mgr.

NEBRASKA.

Eagle, Neb., Sept. 10.—Corn will make about a half crop.—Geo. Trunkenbolz.

Wilber, Neb., Sept. 18.—Stack threshing in full blast, and wheat is of excellent quality. Averaging about 15 bus. per acre. Farmers seeding wheat now, but ground is very dry and many are waiting for rain before seeding. Corn crop is badly damaged by dry weather and will not make over one-third crop.—W. D. Russell, mgr., Farmers Elvtr. Co.

NORTH DAKOTA.

Walhalla, N. D., Sept. 23.—Crops are good. Threshing not half done.—W. D. East, agt. Powers Elvtr. Co.

Northwood, N. D., Sept. 21.—Crops of all kinds extra good. Wheat yield from 20 to 40 bus. per acre.—Thos. Pendergast, mgr. Northwood Equity Elvtr. Co.

Hebron, N. D., Sept. 20.—Threshing about 50% done. Average yield of wheat about 12½ bus. per acre. Quality very good.—C. M. Smestad, mgr. Farmers Union Elvtr. Co.

Anamoose, N. D., Sept. 9.—Wheat yield about 7 bus. and rye about 10 bus. per acre. Quality fair, with exception of some damage by heavy rains.—Schmidt-Gulack Elvtr. Co.

Carrington, N. D., Sept. 9.—Threshing in full blast. Yields better than expected. Wheat going as high as 35 bus. per acre, but barley and oats not so good and badly discolored. The wheat is of good quality, testing 58 to 63 lbs., and most of it grading No. 1.—Hammer-Halverson-Beier Elvtr. Co., Fred Beier, Sr., Mgr.

OHIO.

Genoa, O., Sept. 24.—If we have a frost this month we will lose one-half our corn crop. Illinois seed does not mature.—The Powers Elvtr. Co., C. A. Powers.

OKLAHOMA.

Buffalo, Okla., Sept. 10.—This section has not produced a crop for 3 years.—Buffalo Grain & Coal Co.

Enid, Okla., Sept. 20.—Late rains have put the soil in splendid condition for winter wheat, but I doubt if more will be sown than last year because of the farmers difficulty in obtaining help.—W. M. Randels.

Cherokee, Okla., Sept. 10.—Preparation for wheat sowing is well along owing to recent rains and seeding will begin in this community within a week.—O. W. Pfeifer, mgr. Farmers Federation.

Oklahoma City, Okla., Sept. 17.—Rather quiet here at present. Farmers all busy seeding or getting their ground ready. Wheat up in certain sections, ground being prepared in others. Look for an unusual acreage in Oklahoma.—C. F. Prouty, sec'y Grain Dealers Ass'n of Oklahoma.

TENNESSEE.

Newbern, Tenn., Sept. 20.—Corn crop cut short by dry weather in summer. Wheat seeding has begun, and will be an average acreage.—Newbern Grain Co.

TEXAS.

Carlton, Tex., Sept. 17.—Grain, hay and seed crops have failed in this section on account of drouth. Will have to buy and ship in feed to make another crop. It is still dry but if rain comes within 60 days most all this section will go in wheat and oats.—B. E. Miller.

A DETAILED study of variations in producers' prices of wheat thruout the continental United States for the five years 1910 to 1914, inclusive, is presented in U. S. Dept't of Agriculture Bulletin No. 594, by L. B. Napoleon. The lowest farm price for wheat, 65c per bu., appeared in the surplus areas of Idaho and Montana, having small consuming populations and located most disadvantageously as to foreign markets. From this area, wheat prices graduated upward in every direction, following closely wheat movements toward areas of deficient production.

Tentative Oats Grades

For the purposes of the official grain standards of the United States for oats:

Section 1. *OATS*.—Any grain which contains more than ten per centum of grain of a kind or kinds other than oats, or which contains more than forty per centum of all matter other than oats including oat hulls, and oat clippings, shall not be classified as oats. The term "oats" in these standards shall not include wild oats.

Sec. 2. *Basis of determinations*.—All determinations shall be upon the basis of the grain including cereal grains, foreign material, and wild oats.

Sec. 3. *Percentages*.—Percentages, except in the case of moisture, shall be percentages ascertained by weight.

Sec. 4. *Percentage of moisture*.—Percentage of moisture in oats shall be ascertained by the moisture tester and the method of use thereof described in Circular No. 72, and supplement thereto, issued by the United States Department of Agriculture, Bureau of Plant Industry, except that the graduated measuring cylinder used shall be that described in Department of Agriculture Bulletin No. 56; or such percentage shall be ascertained by any device and method giving equivalent results.

Sec. 5. *Test weight per bushel*.—Test weight per bushel shall be the weight per Winchester bushel as determined by the testing apparatus and the method of use thereof described in Bulletin No. 472, dated October 30, 1916, issued by the United States Department of Agriculture, or as determined by any device and method giving equivalent results. The test weight per bushel so determined shall be stated in terms of whole pounds, omitting fractions of a pound, and shall be added to the grade designation.

Sec. 6. *Foreign material*.—Foreign material shall be all matter other than oats, cereal grains, and wild oats, and shall include oat hulls and oat clippings.

Sec. 7. *Cereal grains*.—Cereal grains shall include wheat, corn, rye, barley, emmer, spelt, einkorn, grain sorghums, and rice, only; and shall not include buckwheat, flaxseed, and wild oats.

Sec. 8. *Heat damaged kernels*.—Heat damaged kernels shall be kernels and pieces of kernels of oats which have been distinctly discolored by external heat or as a result of heating caused by fermentation.

Sec. 9. *Bleached oats*.—Bleached oats shall be oats which have been treated by the use of sulphurous acid or other chemicals for the purpose of bleaching.

Sec. 10. *Clipped oats*.—Clipped oats shall be oats of which fifty per centum or more have been clipped.

CLASSES OF OATS.

Sec. 11. *Classes of oats*.—Oats shall be divided into classes as follows:

CLASS I.—WHITE OATS.

This class shall include all white and yellow oats, and may include not more than ten per centum of oats and wild oats of other colors, either singly or in any combination.

CLASS II.—RED OATS.

This class shall include all red or red rust-proof oats, and may include not more than ten per centum of oats and wild oats of other colors, either singly or in any combination.

CLASS III.—MIXED OATS.

This class shall include grain coming within the definition of oats consisting of oats of any color, any mixture of oats of different colors, and any mixture of oats and wild oats of different colors, not provided for in Classes I and II.

Sec. 12. See tabulated and abridged table.

Sec. 13. *Grades for clipped oats*.—Clipped oats shall be graded and designated according to the grade requirements of the standards applicable to such oats if they were not clipped, and there shall be added to, and made a part of, the grade designation the word "clipped."

Sec. 14. *Grades for bleached oats*.—Bleached oats shall be graded and designated according to the grade requirements of the standards applicable to such oats if they were not bleached, and there shall be added to, and made a part of, the grade designation the word "bleached."

TABULATION OF PROPOSED GRADE REQUIREMENTS FOR OATS—ALL CLASSES.
(Section 12 tabulated and arranged.)

Grade.	Condition and general appearance.	Moisture content not to exceed, per cent.	Minimum weight per bushel, pounds.	May contain not to exceed—					Oats and/or wild oats of other color, per cent.
				Total damaged, per cent.	Heat damaged, per cent.	Foreign material, per cent.	Cereal grains, per cent.	Wild oats, per cent.	
1	Shall be cool and sweet and bright or of natural lustre.	14	32	2	0.1	0.5	1	1	2
2	Shall be cool and sweet, not stained or discolored.	14	30	4	0.2	1	2	2	5†
3	Shall be cool and sweet, may be slightly stained or discolored.	14	28	7	0.5	2	3	3	10
4	Shall be cool and sweet.	15	26	10	2	3	5	5	10
5	Shall be cool, may be musty or sour.	16	24	25	5	5	10	10	10
Sample grade*									

*Sample Grade—Shall be oats of the class white, red or mixed, respectively, which do not come within the requirements of any of the grades from No. 1 to No. 5, inclusive, or which have any commercially objectionable foreign odor, or are heating, hot, infested with live weevils or other insects injurious to stored grain, or are otherwise of distinctly low quality.

†Ten per centum allowed in red oats.

The hearings will be held as follows:
Oct. 15, beginning at 10 o'clock a. m., Philadelphia, Pa.
Oct. 16, beginning at 10 o'clock a. m., Buffalo, N. Y.
Oct. 17, beginning at 10 o'clock a. m., Chicago, Ill.
Oct. 18, beginning at 10 o'clock a. m., Omaha, Nebr.
Oct. 19, beginning at 10 o'clock a. m., Minneapolis, Minn.
Oct. 21, beginning at 9 o'clock a. m., Bozeman, Mont.
Oct. 22, beginning at 10 o'clock a. m., Spokane, Wash.
Oct. 23, beginning at 9 o'clock a. m., Portland, Ore.
Oct. 26, beginning at 10 o'clock a. m., Denver, Colo.
Oct. 28, beginning at 10 o'clock a. m., Kansas City, Kan.
Oct. 29, beginning at 11 o'clock a. m., Oklahoma City, Okla.
Oct. 31, beginning at 10 o'clock a. m., Memphis, Tenn.
Nov. 1, beginning at 10 o'clock a. m., St. Louis, Mo.
Nov. 2, beginning at 10 o'clock a. m., Cincinnati, Ohio.
Nov. 4, beginning at 10 o'clock a. m., Atlanta, Ga.
The meeting place in each town will be announced later.

Loss and Damage Conference.

Representatives of the grain shippers and representatives of the railroads are still trying to comply with the request of the Interstate Commerce Commission in docket 9009 and get together on some equitable plan for the settlement of loss and damage claims.

On Sept. 20th the following representatives of the grain trade met with the representatives of the railroads in the Transportation Building, Chicago: E. M. Wayne, representing the State grain dealers ass'n, E. S. Wagner, representing the Millers Nat'l Federation, H. A. Fel-tus, representing the grain interests of the Northwest, Henry L. Goemann, representing the Grain Dealers National Ass'n, Clifford Thorne, representing the National Council of Farmers' Coop. Ass'ns and J. S. Brown, representing all grain terminals.

The railroad representatives included: F. C. Maegly, G. F. A. of the A. T. & S. F. R. R.; A. S. Dodge, Supt., Western Weighing and Inspection Buro; H. C. Howe, Gen'l Claim Agt. C. & N. W. R. R.; Geo. Merki, Chief Inspector, Central Frt. Assn. Inspection and Weighing Buro; J. L. East, Superintendent Frt. Service, I. C. R. R., and E. W. Epright, Scale Inspector for the Penna. R. R.

These two committees held several conferences in Chicago on the 20th and 21st and selected Henry L. Goemann of Mansfield, O., to act as chairman of the joint committee, and C. W. Crawford, who is assistant to the Chairman of the Committee on Relations Between Railways, was made secretary of the joint committee.

After several conferences the committee decided to obtain expert advice on weighing facilities. They selected the National Grain Scale committee to advise with this committee and to suggest specifications for the construction, operation and maintenance of scales and weighing devices, this committee to be composed of J. A. Schmitz, Asst. Weighing Master, Chicago Board of Trade; W. P. Buchan, Minneapolis, Minn.; W. C. Readfield of the Minnesota state weighing dept.; Geo. Beltzberger, Delavan, Ills.; John Dower, Supervisor of Weights, Merchants Exchange, St. Louis, Mo.

The joint committee will meet at French Lick Springs, Ind., Monday, Oct. 14th, and stay there until some definite solution of this long drawn out controversy is found.

Grain Movement

Reports on the movement of grain from farm to country elevator and movement from interior points are always welcome.

COLORADO.

Sterling, Colo., Sept. 20.—Not over 20% of our wheat has moved; frequent rains delayed threshing, but weather clearing and movement commenced again. Present embargo causing us some grief. Will ship twice as much corn out of this country as in any previous year.—The Spelts Grain Co.

ILLINOIS.

Midland City, Ill., Sept. 20.—Nearly all old corn gone. Some oats moving.—Leonard Burwell, mgr. Midland Grain Co.

IDAHO.

Wilder, Ida., Sept. 16.—About 15 cars of grain remain to be shipped from this point.—J. A. McCune, mgr. Wilder Equity Ass'n, Ltd.

INDIANA.

Williamsport, Ind., Sept. 13.—Farmers are marketing old corn freely.—Williamsport Grain Co.

Lapaz, Ind., Sept. 10.—Wheat about all sold. Farmers will hold their oats for higher prices.—W. D. Wilson & Co.

KANSAS.

Summerfield, Kan., Sept. 9.—Old corn about all cleaned up.—A. C. Ropp, mgr. Farmers Union Co-operative Ass'n.

Falun, Kan., Sept. 16.—About 75% of wheat crop has moved from farmers hands. Much feed will be shipped in as practically none was produced here.—G. A. Forsee.

Topeka, Kan., Sept. 16.—Reports of our members show that 68% of the wheat crop has been marketed. All correspondents agree that the wheat remaining in farmers' hands will be marketed within 60 days, if transportation facilities are available. There is probably 5,000,000 bus. of wheat stored in 600 elevators in the state awaiting equipment and will be moved as soon as cars are furnished. This will leave in all positions, excepting that held in mill elevators, 35,320,172 bus. of wheat, out of a crop of over 95,000,000 bus. Nine million of this will be used for seed, leaving for market only a little over 26,000,000 bus.—E. J. Smiley, sec'y Kansas Grain Dealers Ass'n.

Oak Hill, Kan., Sept. 23.—Corn crop a failure. Wheat crop was light.—T. H. Gripp.

LOUISIANA.

New Orleans, La.—Exports thru this port in July were: wheat, none; corn, 226,977 bus.; oats, 3,149,999 bus.; and barley, 121,673 bus., compared with wheat, 1,450,552 bus.; corn, 603,019 bus.; oats, 972,949 bus.; and barley, 720,512 bus. in July, 1917.—Geo. S. Colby, chief grain inspector and weighmaster, Board of Trade.

MICHIGAN.

Three Rivers, Mich., Sept. 9.—Wheat is not moving very fast.—C. L. Sukell.

MINNESOTA.

Duluth, Minn., Sept. 16.—Receipts of grain at this market during August were: wheat, 275,774 bus.; oats, 32,572 bus.; rye, 1,561 bus.; and barley, 3,593 bus., compared with wheat, 660,921 bus.; corn, 1,534 bus.; oats, 27,426 bus.; rye, 81,353 bus.; and barley, 482,133 bus. Shipments during the month were: oats, 10,141 bus.; and barley, 11,123 bus., compared with wheat, 1,001,146 bus.; oats, 54,043 bus.; rye, 27,364 bus.; and barley, 200,730 bus. during August, 1917.—Chas. F. Macdonald, sec'y Board of Trade.

Minneapolis, Minn., Sept. 12.—Receipts of grain at this market during August were: wheat, 14,907,730 bus.; corn, 634,160 bus.; oats, 3,807,940 bus.; barley, 2,460,430 bus.; and rye, 991,870 bus., compared with wheat, 6,326,180 bus.; corn, 176,060 bus.; oats, 1,946,250 bus.; barley, 2,364,020 bus.; and rye, 857,390 bus. in August, 1917. Shipments during the month this year were: wheat, 1,307,450 bus.; corn, 390,080 bus.; oats, 1,769,620 bus.; barley, 496,030 bus.; and rye, 213,300 bus., compared with wheat, 1,093,700 bus.; corn, 139,940 bus.; oats, 910,640 bus.; barley, 1,237,130 bus.; and rye, 235,280 bus. during August, 1917.

MISSOURI.

Kansas City, Mo., Sept. 11.—Receipts of grain at this market during August were: wheat, 16,187,850 bus.; corn, 1,433,750 bus.; oats, 2,774,400 bus.; rye, 38,500 bus.; barley, 3,000 bus., compared with wheat, 4,772,250 bus.; corn, 657,500 bus.; oats, 2,823,700 bus.; rye, 53,900 bus.; and barley, 25,500 bus. in August, 1917. Shipments in August were: wheat, 7,595,100 bus.; corn, 1,561,250 bus.; oats, 892,500 bus.; rye, 12,100 bus.; and barley, 37,700 bus., compared with wheat, 3,037,500 bus.; corn, 421,250 bus.; oats, 1,264,500 bus.; rye, 35,200 bus.; and barley, 3,900 bus. in August, 1917.—E. D. Bigelow, sec'y Board of Trade.

MONTANA.

Ingomar, Mont., Sept. 12.—Wheat threshing just starting, as also is the movement.—Shelby Wright, agt. Musselshell Valley Grain Co.

Miles City, Mont., Sept. 21.—Wheat is just beginning to come in, and we look for the movement to be slow on account of the scarcity of help. Weather conditions favorable for harvesting and moving and threshing progressing nicely.—Miles City Mfg. & Elvtr. Co., J. W. Martin, mgr.

NEBRASKA.

Wilber, Neb., Sept. 13.—Considerable old corn in country but moving slowly. Fifty per cent of wheat crop already moved.—W. D. Russell, mgr. Farmers Elvtr. Co.

NORTH DAKOTA.

Rolla, N. D., Sept. 23.—Grain is not moving very rapidly on account of the scarcity of help.—J. N. Peat, agt. St. Anthony & Dakota Elvtr. Co.

Walhalla, N. D., Sept. 23.—Not much grain moving owing to lack of help.—N. D. Bast, agt. Powers Elvtr. Co.

OHIO.

Unionville Center, O., Sept. 20.—Corn is about all shipped. The farmers are busy cutting corn and getting ready to put out a large crop of wheat.—H. Hall.

OKLAHOMA.

Cherokee, Okla., Sept. 10.—About 92% of the 1918 wheat crop has been marketed, with the remaining 8% still in farmers' hands.—O. W. Pfeifer, mgr. Farmers Federation.

TENNESSEE.

Newbern, Tenn., Sept. 20.—New corn will move in 10 days or 2 weeks. Some old corn in the country.—Newbern Grain Co.

Protest Aid to Short Sellers.

The action of the directors of the Chicago Board of Trade in granting the short sellers of September corn the option of delivering cash corn or settling at \$1.55½ led to the following protest, Sept. 20, from the representative of the leading buyers and holders of the September future, Nelson B. Updike of Omaha, Neb.:

I do not think it's fair for the Board of Trade directors to give the short sellers of corn five days in which to decide whether they will deliver the cash corn on the September they have sold, or settle at the price fixed by the com'ite.

For this reason notice was sent out by us that we declined to accept cash corn on our September trades, altho announcing that we were willing to settle at the fixed price.

We have nearly 1,500,000 bus. September corn bought for grain men, all but two of whom are licensed dealers.

We are willing to purchase or give to the directors a list showing every name for whom we have corn bought, provided the sellers of the corn will do the same. We paid for 10,000 bus. cash corn in the morning, but were not offered any in the afternoon.

So far this month we have paid for 230,000 bus. cash corn on our September purchases, part of which has been shipped out, and more would have been moved had the corn tendered us at the elevators been up to grade.

We shipped out five cars of No. 5 white corn that missed grade. The elevator man here agreed to pay the loss on it, as it failed to grade at Milwaukee, where we shipped it, despite the fact that all the corn inspection now is under federal grades and rules. We also have sent corn to Omaha from Chicago.

The claim is made that there has been 4c to 5c profit in buying cash corn and selling it for September. Why did not the shorts buy the corn and fill their trades in that way? We would have bought the cash corn in the sample market here, but we have no elevator here. The claim that there is a shortage of elevator room here is all right so far as it goes, but at the same time there has been 1,250,000 bus. oats put into store of late that showed a loss. Why was not the corn put in that showed a profit instead of the oats? If there has been any profiteering in the corn market it has been by the short sellers and not by me.

The corn we have shipped has shown us a profit on the actual cash transaction of from 1c to 13c, but the September was all bought much higher than the closing prices Thursday and shows a loss, having been bought because of the crop failure in the southwest. There has been a lot of talk about our using fictitious names on our trades. I know of one Omaha grain man who says he is short 1,000,000 bus. grain in the various markets. I would like to know how he manages it. All our business is entirely a commission trade and is as large as any house. I have five terminal elevators and over thirty country houses. All I want is a square deal.

ELEVATORS in Yellowstone County, Montana, have been asked by the county council of defense to receive grain on Sundays during the remainder of the threshing season. Threshing is done on Sunday, when weather will permit, and the Council decided that a saving in manpower could be effected if the farmers were permitted to deliver the grain on that day as well.

FARMERS are said to be leaving that portion of Texas west and north of Fort Worth and Dallas, ranging as far west as the state boundary and south of the Panhandle counties on account of the drouth which has made grain crops a failure and seriously affected the cattle industry in that section. In the Panhandle itself there were rains that produced some grains and enuf grass to feed the cattle.

Exports of Grain Weekly.

	Wheat		Corn		Oats	
	1916-7.	1915-6.	1916-7.	1915-6.	1916-7.	1915-6.
Tot. July 1-June 29	118,054,000	283,401,000	33,226,000	54,074,000	132,498,000	120,160,000
	1918-9.	1917-8.				
July 6.....	539,000	4,399,000	910,000	420,000	2,187,000	4,799,000
July 13.....	382,000	8,107,000	731,000	927,000	1,841,000	2,351,000
July 20.....	144,000	4,964,000	571,000	936,000	2,482,000	3,800,000
July 27.....	413,000	2,424,000	103,000	1,302,000	2,581,000	3,296,000
Aug. 3.....	543,000	4,757,000	219,000	833,000	2,614,000	3,684,000
Aug. 10.....	1,419,000	4,670,000	182,000	994,000	1,656,000	3,442,000
Aug. 17.....	1,809,000	4,224,000	673,000	572,000	1,437,000	1,914,000
Aug. 24.....	3,504,000	2,280,000	135,000	53,000	1,438,000	2,741,000
Aug. 31.....	2,938,000	2,799,000	253,000	529,000	1,027,000	3,722,000
Sept. 7.....	3,452,000	3,338,000	153,000	287,000	1,125,000	1,361,000
Sept. 14.....	3,739,000	3,903,000	375,000	1,066,000	2,356,000	4,890,000
Sept. 21.....	4,409,000	1,557,000	145,000	132,000	3,657,000	3,512,000
Totals	23,291,000	47,422,000	4,450,000	8,051,000	24,401,000	39,512,000

Milwaukee Entertains National Ass'n.

Nearly One Thousand Dealers and Their Wives Attend Twenty-Second Annual Convention in the Cream City

The twenty-second annual meeting of the Grain Dealers National Ass'n opened in Milwaukee on Monday morning, Sept. 23rd, and continued for three days until the registration of men and women aggregated nearly a thousand. The five business sessions were taken up with trade problems of great importance, but were not as well attended as was to be expected from the large gathering of dealers in Milwaukee, but between the business sessions and the sumptuous entertainment tendered by the local committee, little time was left the visitors for visiting with their friends, so they took it out of the time of the business sessions. When the first session was called to order in the Davidson Theater Monday morning nearly 350 had registered, but many of these did not find their way to the theater until the doors of the night entertainment were opened.

The first session was opened with an invocation by Reverend Wm. T. Dordward.

Cornelius Corcoran, President of the Common Council, welcomed the guests to the Grain Dealers Convention on behalf of Milwaukee; Herman W. Ladish, President of the Chamber of Commerce, welcomed the guests on behalf of that organization; and Governor Emanuel P. Philipp welcomed the dealers on behalf of the state of Wisconsin.

George A. Aylsworth of Kansas City made a very happy response to the generous welcome given, from which address we take the following:

Response by Geo. A. Aylsworth.

Here we are again, after another year of service and toil; after another harrowing twelve months of fears and hopes, of successes and failures, of achievements and sacrifices. By sacrifices, I do not mean business losses, but refer rather to our associates, friends and loved ones who have gone, or are fitting themselves to go over seas.

I have always considered that the American grain marketing system was 25 years in advance of any other marketing system in the world. It was so perfect that the margins of profit to the so-called middleman, if figured on a percentum basis, were smaller than in any other big business.

The amount of money turned over per year in the handling of grain in America is probably as great, if not greater, than in the handling of any other product. Our system has been proof against monopoly, little men have always had an equal chance and have always been able to make as large a percentum of profit as their richer competitors, in fact, in the grain business, all competitors, large and small, are conferees. But, did it ever occur to you that amongst grain men there are few large fortunes?

Our "Money Barons" are not grain men, and to the best of my knowledge, few grain men are desirous of becoming "Money Barons." Most every industry in the category of big business was mentioned in the recent Federal Trade Commission report on profiteering, but the grain business was conspicuously absent.

Be it said to the everlasting credit of the American grain trade, that although few lines of business were interfered with more on account of the necessities of war, there has never appeared in the headlines of our metropolitan dailies, a public criticism or protest by the grain trade or any branch of it, on account of the rulings or requirements imposed by the Food Administration.

The Angelus: Sentiment has not always been readily recognizable amongst sordid business men, but in order to convey to

your minds the mental attitude that now permeates the meeting places of so-called sordid business, I have a picture in my mind's eye of a peculiarly impressive scene that is being enacted each morning in all our marts of trade. A tap of a bell at eleven on our Exchange, stops every telegraph instrument and every voice is hushed while hundreds of busy men, irrespective of their religious beliefs, stand with bowed heads and devote sixty seconds to silent communion with their Maker. The rapid evolution of time and events, and the revelation through the real of the Infinite, have echoed back the sound of the Angelus to the ears of every man who respects the Flag.

In saluting the Stars and Stripes, we recognize now as never before, not only the flag of our country, but a flag that represents a great idea, an idea that is not bounded by oceans, an idea that has caused every American citizen to appreciate that the struggle between the Blue and the Gray, and the events of twenty years ago culminating at San Diego and Manila Bay were but our kindergarten efforts to demonstrate to ourselves our mission to give to the world the benefits of Life, Liberty and the Pursuit of Happiness.

Here We Are Again, to discuss trade problems with ourselves and with our Government;

Here We Are Again, to make a good organization better, and

Here We Are Again, to enjoy ourselves. We would be foolish and unmindful of our own mental and physical needs if we should let pass this gathering together of gregarious beings without relaxing somewhat and getting all possible pleasure from the social as well as the business end of it.

President E. C. Eikenberry of Camden, O., in his annual address said:

President's Address.

The record of the activities of the organized grain trade during the past year is the record of a great industry impelled and guided by a single motive, and toward one objective, that of complete victory to the armies of the United States and her allies. The achievement of this result at the earliest possible date is the decisive factor in the determination of the lines of conduct pursued by the Grain Dealers National Ass'n, and this course finds endorsement in the minds and hearts of its members both collectively and individually. In our relation to our country involved in war against the Imperial German Government, there can be at this Convention no divergence of opinions as to the right conduct of the affairs of your Ass'n since, twelve months ago, we met at Buffalo to ponder over the burning words of Sir George Foster, words to which every succeeding day has added new and deeper significance. We then were in the initial stages of our participation in the war. War policies were forming and the grain trade was striving to adjust its affairs to regulations, all of which were new and some of which were imperfect. We were amazed at the importance war had lent to the industry and overawed by the responsibility devolving on the trade by reason of its vital relation to the business of warfare. The fallacy in "Business as Usual" was becoming apparent, no man nor pursuit of men knew how severely pre-war methods and policies were to be dislocated, while the application of the instrument of control by government agency was disquieting.

The trade was restive under war restriction, we were willing to endure but were asking to be shown the necessity, not yet having learned that military efficiency might readily be sacrificed to publicity. We were about winning a war, but implements of warfare were strange to us and we were seeking easy ways to avoid its commercial hardships. A great people, whose institutions were formed for the pursuits of peace and whose social organization had not in its structure contemplated warfare, now faced the necessity of engaging in a struggle which was

to demand all of their strength and vigor. With feverish haste the Republic was mobilizing every resource, war was become her one great concern.

Military necessity had become the supreme law, in its name all power was invoked. Unlike European nations, America had not existed in peril and menace of war; all this was new to the average American citizen, who although sincerely in support of the government and willing and ready to make the sacrifice necessary to curb the ruthless ambition of Germany, yet had not contemplated that the sacrifice should extend to the surrender of personal rights and privileges, many of which were only secured by the shedding of the blood of his ancestors. He did not realize that a free people to make war must become essentially an autocracy.

Necessity Underlying Restrictions.—The members of the grain trade, accustomed to the freedom of a democracy sought the necessity underlying the restrictions then being imposed. The fundamentals of the conduct of the business were being destroyed, the food necessities of half a world were not to us apparent, we could not foresee, but at the head of the Food Administration was a man who clearly foresaw the emergency confronting the allies because of the short food crops of 1917 and who then was pursuing a program that should combine systematic distribution with voluntary national conservation to a degree so miraculous that insufficiency became sufficiency and the cause of democracy was saved from menacing disaster. Fortune was gracious to the cause of the Allies when to President Wilson she suggested for the American food administrator the name of Herbert Hoover.

Despite this pardonable desire to know why the control of the industry should so unceremoniously be assumed by an organization created by executive authority for this purpose, the organized grain trade did not hesitate immediately and without reservation to pledge its submission to regulation by the Food Administration and to inaugurate a policy of co-operation that has distinguished all its subsequent activities. Resulting events have completely vindicated this policy and no other industry can display a greater usefulness or a more consistently patriotic record for the past year than that of the American grain trade. In my address at Buffalo, I ventured the statement that a complete record of the activities of this Ass'n during the year preceding that convention should only be written by the light of the future. Part of that future is now past and at least one event of that year has assumed somewhat of its true relative importance. August 15, 1917 is the date on which the Grain Trade of the United States enlisted for the war and tacitly placed its resources at the disposition of the Food Administration. A conference of the trade had been called by the Food Administration. Addressing this assembly, composed of representatives of all branches of the trade, Mr. Hoover revealed the seriousness of the food situation and in declaring the necessity of drastic regulation stated in no uncertain terms:—

"The various trades of the country, the millers, the wholesalers and the bakers, have but little sacrifice to make out of this situation because their business must go on. It is you, gentlemen, who have to make the sacrifice in this situation. It is not our intention to disturb the ordinary course of the grain business one iota more than is absolutely necessary, but we do recognize that the export business of wheat is practically gone and that a good deal of the dealing in the country is necessarily curtailed under this plan. It is useless for us to express regrets that any one of the trades in the country should have to suffer more than its burden as compared to the others, but we can see no other solution and we have believed that you gentlemen in national service would be the first to come forward and say you were prepared to take the worst even though it does mean sacrifice to you."

It is doubtful if in the previous history of this country a statement so disconcerting has been made to a group of business

men representing an important and legitimate industry; yet knowing that to all the plan meant hardships and financial loss and to many business extinction, a resolution was that day unanimously adopted declaring: "That we approve the general plan of operation as explained to us to-day as being sound, workable, and necessary, and in its general lines it appears to us as being the most efficient and just plan of operation which we can conceive." May I be allowed to say that the commercial history of this war does not reveal on the part of any other industry a response to an appeal for self-sacrifice which was met so readily. That day and by that act was inaugurated a policy of co-operation by the grain trade with the Food Administration and this co-operation has marked the line of endeavor along which the activities of your Ass'n during the past year have been directed. The Ass'n has used its every resource to aid the administration, every request for service or advice has been honored without reference to time or expense; special committees of your members have been called into consultation while your executive officers have maintained with the officials of the Grain Corporation, relations that afforded continual opportunity for service and conference. The narrative of our relation with the Food Administration is so lengthy that the time afforded in this address will admit of but a slight reference to some of the outstanding events in the activities of a year that has been the most strenuous in the life of the Ass'n.

We early found that the organization of the Ass'n did not meet the unusual situation in that we had no standing committee charged with the duty of maintaining our relations with the Food Administration. This work has fallen largely to two special committees, the first appointed by your president in compliance with a request of President Barnes expressed on the occasion of his address at the Buffalo Convention. Its members were freely consulted in the latter months of 1917 during which there was being devised the final regulations controlling the distribution and consumption of the bread grains then available from the crop of that year. They participated in December in a final conference in New York at which was submitted for their discussion and approval the plan of control by direction of shipment, the plan that was finally adopted and proved an effectual aid in conserving transportation and an important factor in the establishment of a food supply sufficient to meet necessities until the succeeding crop should become available. Having won the confidence of the Administration by its willingness to sacrifice its interests to the demands of the general welfare and by its unselfish, broad-minded attitude on all questions relating to its control, the grain trade thru its representatives was at all times treated with the utmost candor and confidence while the opinions of these representatives were uniformly received with consideration and not infrequently adopted into practice. This deference to the opinion and experience of the industry was manifested throughout the year and culminated in the general conference with representatives of the trade held in New York, April 30 and May 1, 1918. The record of this conference is a compendium of the details of the operation of the industry in all its branches and in all sections of the country under the regulations of the preceding year and to be reflected in a plan of distribution of the crop of 1918.

This meeting is unique in the history of the trade, a great industry pouring out its experience at the feet of its government that from this experience might be built a structure of control and regulation by an agency external to the industry itself. At the close of this conference and at the request of President Barnes there was adopted a plan of selection of a committee to be known as the Advisory Com'te for co-operation with the Grain Corporation in the formulation of the plan of regulation of the traffic in grain of the 1918 crop and to which the Corporation could look as being the authorized representatives of the different sections of the grain handling trade."

This Advisory Com'te was selected by joint action of the Presidents of the Grain Dealers National Ass'n, the National Council of Grain Exchanges and the Terminal Elevator Merchants Ass'n; and permit me to say that no group of representatives of the trade have ever performed a service with more fidelity and rarely one that involved more personal sacrifice. During a considerable portion of the month of June this com'te was engaged with President Barnes and his staff in perfecting the plan under which traffic in grain operates

during the current crop year. Later Chairman Stream of the Coarse Grains Division of the Food Department in a letter addressed to Sec'y Quinn requested the co-operation of the trade to determine the margin of profit on the handling of coarse grains that may be termed "reasonable" and meet the requirements of the food control act which makes it mandatory on the Food Administration to regulate profits. Appreciating the confidence implied in this request Sec'y Quinn, Chairman Reynolds and your President after a conference with Mr. Stream, determined to place the matter in the hands of this Advisory Com'te, which met first in Chicago on Aug. 28 and later with Mr. Stream in Washington on Sept. 11. It is planned that the definite recommendation of this Com'te may be presented to this Convention for discussion. Of vital importance this subject should receive careful consideration by this Convention and your reasonable recommendations will not go without consideration at Washington.

The plan of control of the processes of grain handling for 1918 crop year embodies the general features of those under which we operated in 1917, allowing, however, more freedom and restoring much of the autonomy denied the trade in the previous year. The bounteous crop prospects which have since materialized in generous realization rendered unnecessary many restrictions that were necessary during the season of deficient crop yield. To our committee is not wholly due the credit for the relaxation of the regulations but to its members is due their full share of the facility of operation of the present plan.

The one predominant duty and task of the Ass'n has been that of preserving the right relations with the Food Administration. Our affairs were placed absolutely in the keeping of President Barnes and Chairman Stream and their advisers. Never has an industry been more fortunate, and I should be remiss if I fail to bear tribute to the superior executive ability of these two men who have administered their divisions of the Food Department with such admirable tact as not only to draw unstinted praise from their Chief but to earn the complete confidence and support of the industries under their control. Invested with autocratic power they have exercised it in a most democratic manner. With rarest patience they have withheld compulsion, relying on public spirit to secure compliance. Their every act is a guarantee of their promise that when this war is ended and the necessity for restriction is no more, the control of the industry shall be returned to the hands of those from whom it was taken, without the loss of a single privilege and bearing the seal of a record of patriotic service and sacrifice.

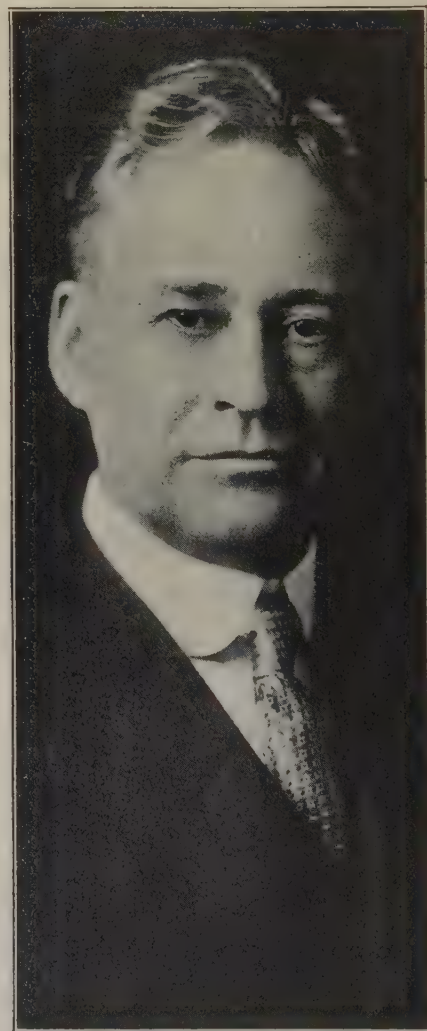
In the last analysis the grain business survives by concession and all we do is by permission of the powers that have the last word and we must conform to their regulations. Bearing in mind these facts, I shall ask you to consider with me the work of at least three departments of the Association, for upon the committees on Legislation, Transportation and Arbitration the year has placed arduous labor.

Legislation.—As the contact of government has shifted from the legislative to the executive, from one end of Pennsyl-

vania avenue to the other as it were, it will readily be perceived that the Legislative Com'te might drop into a sort of oblivion and become inactive to remain so during the period of the war. In reality there have been few purely legislative matters to concern the Ass'n and as a committee dealing with legislation in the making its importance has temporarily declined. But legislation by Congress has only been superseded by legislation by the Executive in the form of regulations emanating from various departments exercising war powers of the Executive conferred by acts of Congress. It seemed highly desirable, that, so far as possible the Legislative Com'te become identified with the work of co-operation with the Food Administration. With the close of the war the Legislative Com'te will be brought face to face with problems of intimate and vital concern to the trade. The control exercised over the industry now may then be reflected in proposed legislation. This seems a sufficient reason for extending the services of Chairman Reynolds into every phase of Food Administration work.

I want to emphasize my previous statement that the Legislative Com'te during the reconstruction period will be the committee of ultra-importance to the Ass'n and that high ability and mature judgment should characterize its members who should be men free from economic fads and socialistic tendencies. Conservation and safety go hand in hand; cool-headed mariners may be required to guide the Ass'n ship back into the safe harbor from which it was forced to sail the sea of governmental regulation.

Transportation.—The assumption of the control of the transportation systems of the country by the government and with Hon. Wm. G. McAdoo as director general marks the beginning of a new era in railroad management. Nowhere is the wisdom of the step questioned. Nationalization of the railway systems under unified control was a military necessity. With



The New President.

Percy E. Goodrich of Winchester, Ind., who was elected to the presidency of the National Ass'n without any opposition, has been actively engaged in the grain trade the last twenty-two years. He is now General Manager of the Goodrich Bros. Hay & Grain Co., which is composed of himself and four brothers, who organized and control the company. It operates twelve country elevators in conjunction with its large transfer and cleaning elevator at Winchester. Mr. Goodrich is also connected with a number of other companies operating country elevators in Indiana. He is a director of the Grain Dealers Fire Insurance Co. of Indianapolis, and a director of the Indiana Grain Dealers' Ass'n, of which organization he was president in 1908.

Mr. Goodrich has long been an active worker in the National Hay Ass'n, which organization he served as Secretary from 1900 to 1909. In 1913 he was made President of that Ass'n. He has long been a strenuous believer in and active supporter of trade organizations, and brings to the National Ass'n a ripe experience in Ass'n work, so that he is well equipped to meet the many complicated problems which will confront the organization during the next year. His host of friends in the Ass'n will work to help make his term in office both a pleasant and successful one.

P. E. Goodrich, Winchester, Ind., President-Elect.

the trunk lines snow bound during January the most strenuous efforts failed to alleviate the situation. Much apprehension was manifested thruout the corn belt that failure to move corn on the farms and in elevators awaiting movement and to move it before the opening of spring would result in losses that would not only prove financially severe but that would seriously diminish the food supplies of the country, which already demanded careful conservation. At a conference of your President with President McMillan of the Council of Grain Exchanges, the situation was thoroughly canvassed and it was decided to go to Washington with a representative committee and to present to both Food and Transportation officials the extreme seriousness of the situation. At a preliminary meeting of this Com'te held in New York, January 30 and 31, a memorial was prepared which was presented both to Food Administrator Hoover and Director General McAdoo. The result was the issuance on February 4 of an order giving corn priority of movement and the succeeding thirty days corn came into the central markets in a volume that probably never has been equalled for the same length of time.

It is difficult to estimate the value of the service of the National Ass'n as an actual emergency had arisen and but for the priority granted the movement of corn the loss in foodstuffs and feeds may well have assumed proportions of an actual calamity. With the opening of spring transportation conditions began to show signs of improvement, which has continued until at the present time the comparative facility of freight movement by the railroads is remarkable considering the vast movement of war material which is augmented abnormally by the volume of wheat moving from the farms under a system of fixed prices. The management of the railroads is, from the standpoint of service, one of the real accomplishments of the Administration. On September 6 in the midst of a wheat movement probably the greatest of record there came from the office of the director general the declaration that freight congestion in the East is a thing of the past, that food and munitions were reaching the seaboard as fast as ships can be provided to carry them overseas, and that the railroads of the West "can take care of anything." All this is storing strong argument in favor of the continued federal control of the railways either by direction or by actual ownership. The disposition of the railroads is certain to become one of the great political questions following the close of the war, but one thing is almost certain and that is, railroad management will never again drift back to the old chaotic, unscientific pre-war character.

I want to say that the conferences and discussion growing out of consideration of Docket No. 9009 of the Interstate Commerce Commission over "Loss and Damage Claims on Grain" have been conducted with high credit to the grain trade and that the Ass'n should stand squarely in support of the position assumed by its representatives. The order of May 24 received by the three regional railroad directors at New York, Atlanta and Chicago from Judge Payne, chief counsel of the U. S. Railroad Administration, indicates that we have a long, hard fight ahead of us, but the shippers of the country cannot afford to recede from the position they have taken not to sacrifice the principles involved. The negotiations with the carriers must be carried to a successful conclusion involving a determination of "adequate" weighing facilities and a proper basis for the adjustment of "loss and damage" claims for grain in transit. This is a big question but the Grain Dealers Na-

tional Association only became big by performing big tasks and it has men within its membership who are big enough and broad enough to reduce this entire matter to a basis that will be fair and equitable to all interests involved.

Arbitration.—The Ass'n still stands firmly committed to the compulsory arbitration of trade differences. This function of the Ass'n has been administered by men of such high character and in a manner of such exact impartiality that these com'ites have come through as clean as any court in the land. The war and its attendant conditions have presented for settlement new and difficult problems but their solution has been uniformly fair and just. The position of arbitrator requires abilities of a high order and I want to commend to your gratitude the six men who have composed your Arbitration Committees as men who possess the ability required and whose decisions during the year make a worthy addition to the jurisprudence of the trade.

To the rapid increase in our membership there has been a corresponding increase in the number of arbitration cases presented for adjustment. Many of the cases are long and involve intricacies that require careful consideration. The volume of work demanded is too great to exact of two com'ites and it is my belief that additional arbitration facilities should be provided. I recommend that the constitution of the Ass'n be so amended at this Convention as to provide for three com'ites on arbitration and believe that an inspection of the length of the list of cases awaiting decision, as well as the rate at which new cases are being filed, will convince you that my suggestion is well founded. The Ass'n can not risk the impairment of the policy of arbitration and this might readily occur as a result of overloading its arbitrators.

Although taxed with their duties incident to the war yet your officials have maintained their usual close and cordial relations with the Federal Department of Agriculture.

The freedom with which suggestions from dealers have been incorporated in the official promulgations is a testimonial to the wisdom and experience of the trade. The changed grades effective now will not be satisfactory under changed conditions and the officials in charge will find it impossible to establish grades that are uniform and wholly acceptable to growers, dealers and consumers thruout the country.

The growers are too numerous and have a way of wielding their numerical strength so that the demand for change is supplemented by political pressure. It is to be deplored that this whole matter of grades can not be worked out without interference and in a purely scientific manner by the capable men having it in charge. As was fully predicted the element of variation in individual judgment made itself felt in grading and the bureau has sought to correct this defect by a system of traveling supervisors. Federal supervision of grain inspection with present temper of the public toward industrial functions of general utility is in grave danger of becoming federal inspection.

The effort of the Ass'n to establish uniform exchange rules was arrested by the war and a partial suspension of the functions of the Exchanges. It is difficult to forecast the value of the work done in this respect until the Exchanges emerge from the war cloud. There is prophecy of radical change in exchange functions, but when competitive conditions are restored economy will dictate the continuation of the exchange system of trading in grain, and though possibly shorn of some of its abuse the pre-war system of free trading

in grain for future delivery will be re-established.

There are strong reasons for the remarkable increase in the membership of the Ass'n during the past twelve months. By organization into groups to secure protection or promotion of interest do industries prove their identity and create and legitimize system of operation. To secure these results influence is the essential and weight of members. Never previously has the grain industry been forced to prove so conclusively that it possessed interests exclusively and peculiarly its own, rights and privileges for which it demanded recognition and protection, and a great investment in property created and designed for the conduct of its affairs. Only a national organization could give expression to these facts. The federal government now must ignore the individual; it speaks only with and to large units. Grain men thruout the country recognizing the necessity for maintaining a strong organization, having willingly become members until the between-convention increase in direct membership has broken all previous records, while state and sectional Ass'ns are knocking at our door with an earnestness that is gratifying. Contemplation of the fact that the direct membership is now to exceed three times as large as when Charles Quinn became Sec'y in 1913 will demonstrate the reason why the influence of the Ass'n has grown until a high official in Washington recently stated "I know your Ass'n is one among the five large trade organizations of the country." Members and unity of purpose and command are bringing results on the Western front and the same elements are bringing results for the grain trade of the United States and Canada. The alacrity with which our new members assume their duties together with the continued fidelity of the older members combine to assure a secure future for the Ass'n. There is great work ahead, work in which numbers and industrial unity will be absolutely necessary and that the trade perceives the truth of this statement is evidenced by the remarkable results of the "Booster Campaign" this season. It actually "ran away" from the management, and applications came in until all previous individual records were eclipsed. The participants deserve recognition by the Ass'n, not only for the service they have performed, but for their loyalty and fidelity to the higher interests of the Organization.

Our Affiliated State Ass'ns are a source of strength to the National and without exception are finding expression thru the general organization on questions of general concern. They are prosperous and are efficiently operated. Their secretaries and many of their other officers have rendered service of lasting benefit to the trade at large. The dominating influence of National issues is bringing the state Ass'ns into close harmony with the National Ass'n, developing a spirit of mutual helpfulness and demonstrating that the National Ass'n is National in fact and that only through its agency can National issues meet solution.

Personally I have received the most generous support and co-operation, with comforting assurance of an appreciation of the manifold difficulties of my position. I want here and now to bear a tribute to the fact that if this Ass'n contains one member who is a "slacker," who will not respond to every public demand made upon him, he is yet undiscovered.

The grain handling industry will live after the war and this Ass'n will live, but while life before the war may have been but animation, after the struggle life must essentially include service. It is an essential commercial and economic function,



Left to right: G. A. Aylsworth; E. D. Bigelow; E. H. Sullivan; E. L. Betton; Cort Addison; F. M. Corbin; F. L. Ferguson and B. Godfrey, all of Kansas City.

this collection and distribution of the grain crops of the great surplus producing nation of the globe and in performing it a great industry has been created, and this Ass'n must be perpetuated in the guardianship of the collective rights and privileges of the trade.

Until the war ends we shall proceed under restrictions more or less closely identified with those of the present; at its close, I predict, we shall be confronted with various problems of different nature, but fully as important as any with which the organization has been concerned. There will arise the questions incident to the return of an extensive industry to autonomy after an extended period of government control. We are comforted by the assurance of the able men who now administer this control that it is their sincere desire to relinquish this authority, unfetter the trade and resume their former business relations, and we believe them. But the operator may not destroy the machine; authority once assumed by government sometimes is reluctantly surrendered. The evils of our political system may still adhere and there is political potency in the present machinery for control of the traffic of grain and grain products; places do not decrease in numbers as place-seekers increase. It may cost us a severe struggle to regain many of our cherished rights, both social and commercial, which in the name of humanity and for its sake, we have so willingly surrendered. I only intimate that many things may happen; none of them may come to pass. Vigilance may exempt us from attack. It is well to be ready; the trade must protect its own interests, it must not become political spoil but must give shape to its own reconstruction agencies. It is plain that the extension of the Grain Dealers National Ass'n both in influence and in numbers should continue; the time may come when the preservation of the control of the industry or of the conduct of some of its important functions may demand its every resource.

Do not be unmindful of the fact that the political struggles that are sure to occur in an effort to perpetuate certain war policies may vitally affect the grain trade, an industry rendering a service so general that it might be classed as a public utility. To continue the control of the collection and distribution of the grain crops of this nation will to many minds only be secondary in desirability to a continuation of the control of transportation. I do not desire to appear as an alarmist, but after two years in your service during which two years we have met conditions without precedent, I believe I may be justified in submitting that out of these conditions will develop other conditions equally as strange. The trade must meet these problems and meet them through the agency of this Ass'n. Naturally, the future of this Ass'n shall concern me closely. I want that it shall be strong and able to do big things. This is the greatest age the world has seen, the deeds of men are great in proportion; for me I do not want to belong to an Ass'n that, under the inspiration and necessity of the time can not do great things and do them in a great way.

The grain trade must and will keep step

with the age, it cannot escape the refining influence of the struggle through which we pass and it, like all other human institutions, will come thru shorn of its non-essentials and its abuses, but preserving unimpaired all that is useful and vital, performing its function with greater vigor. It must be served by an Ass'n which shall be the exponent of the application of the principles of the age to the conduct of the business and which will

so order the affairs of the industry that it may co-ordinate fully with all other human activity in attaining the highest good for the community at large, preserving exact justice among the different branches of the trade and drawing its members ever closer and higher to a clear vision of service as the only true and lasting foundation on which may be built institutions that are substantial and will endure.

MONDAY AFTERNOON'S SESSION.

This session of the convention was held in the Gold Room of the Hotel Wisconsin, and immediately upon calling the meeting to order, Pres. Eikenberry appointed the following committees:

Auditing Com'te: James L. King, Philadelphia, Pa., chairman; T. C. Crabbs, Crawfordsville, Ind.; Emery Thierwachter, Oak Harbor, Ohio.

Resolutions Com'te: John S. Green, Louisville, Ky., chairman; Chas. B. Riley, Indianapolis, Ind.; Lee G. Metcalf, Illinois, Ill.; A. Gerstenberg, Chicago; Geo. A. Wells, Des Moines, Ia.

Nominating Com'te: C. T. Doorty, Buffalo, N. Y., chairman; J. H. Beusse, Athens, Ga.; Willis E. Sheldon, Jackson, Mich.; C. D. Jones, Nashville, Tenn.; E. M. Wayne, Delavan, Ill.

Julius H. Barnes, pres. of the Food Administration Grain Corporation, delivered an address on "Rules and Regulations for the Handling of the 1918 Wheat Crop," in which he said:

MR. BARNES: If you will bear patiently with me, there are some ideas that have grown on me out of a year of service that I want to try to present to you clearly enough, if possible, so that you will have perhaps the same conception of this grain service, in public and private service, that has grown upon me after 12 months of active conduct of the Grain Corporation, an agency of the Food Administration.

Last year in my introduction of the subject which was then under discussion and in anticipation of the conduct of the grain section of the Food Administration, I made use of these words: "If I had ever wished that I possessed the tongue of eloquence to convince you that there was a real purpose and a real sincerity behind this operation, which carried it far beyond the commercial field, it is today when I see you, the men who might carry back, as creators of sentiment in your various communities, the underlying purpose of this Grain Corporation and its policy. I have no such power to carry conviction to you; but I have, I hope, the power to impress you with the sincerity of our operation, with the dissociation from private interests of those men

who are directing its policies and endeavoring to make it fulfill a great public service in a time of need; and I hope I have the power to convince you, by explanation and argument, that the policies which it seeks to enforce and carry out were dictated not by selfish considerations of personalities or communities or of interests, but solely that the Grain Corporation, as an instrument of the Food Administration, may serve the great end which it should, and may help to carry this war in which our Nation is involved to a successful conclusion."

Gentlemen, I could add today no further word to clarify the purposes of the Food Administration and the Grain Corporation, nor the policies under which it operates, than to repeat those words and to say that a year of experience has given us a larger conception of its usefulness, of its field of National service, and that it has given us, I hope, a crystallization of sober purpose, of resolute heart, to carry forward this work, in spite of the many discouragements that come upon it. I may add that I can regard it as a matter of pride that our year of service has so met the approbation of those chiefs,—our chief, Herbert Hoover, and the President, that he has laid upon our shoulders increased responsibilities, new trusts, which we hope to discharge in such a way as to gain equally their approval.

Our problem a year ago was how to make 650,000,000 bushels of wheat stretch over our domestic need and to fairly supply our Allies. If we had known then, as we know now, that instead of 650,000,000 we had only 610,000,000 to work with, we should have started discouraged. For we had then no demonstration that we could trust to self-control, the sacrifice, the response to the appeal to substitution which the American people have since demonstrated that they will make. Our job was, as I say, to make 610,000,000 bus. of wheat, less 90,000,000 needed for seed, or 520,000,000 of that stretch over our domestic needs, estimating at that time on our normal basis of supplying the Allies' needs of at least 100,000,000 bus.

The record stands as made, gentlemen, and it has been done; and it was done to such an even distributive effect that at the close of the crop year, July 1st last, the stocks of wheat and flour in this country, which were the lowest as you know this country had ever seen between crops. This point I want to impress upon you, and yet the distribution had been done so

Members Board of Directors, 1918-19.



Left to right: J. H. Beusse, Athens, Ga.; John S. Green, Louisville, Ky.; W. W. Pollock, Mexico, Mo.; A. S. McDonald, Boston, Mass.; A. L. Scott, Pittsburg, Kan.; Elmer Hutchinson, Arlington, Id.; U. F. Clemons, Marshall, Okla.; P. E. Goodrich, Winchester, Ind., pres.; H. E. Botsford, Detroit, Mich., 2nd vice-pres.; E. C. Eikenberry, Camden, O., ex-pres.; J. W. McCord, Columbus, O.; T. J. Hubbard, Mt. Pleasant, Mich.; S. W. Wilder, Cedar Rapids, Ia.

evenly that nowhere in this country can you point to a record of a flour famine or flour scarcity. That meant to make and spread those small reserves at the end of the crop year; so that this condition we are in, by which scarcity developed at no one point, met the approbation of the distribution agents. I don't claim that for the Grain Corporation alone, because it was a part of the milling section, and it was a part of the railroad administration; but it was done, and the record stands as made.

Last year there was yet to demonstrate that there could be price control in this country. There were many among you and among the public generally who felt that price control could not work effectively. That is another demonstration, and the record stands, that price control in one of our great cereals can be made to work, and will work, and it was started on a public entirely unused to it, opposed to it constitutionally. It violated the fundamental American principles on which we conduct our business, and it was only bowed to because it was in the National interest. You accepted the judgment of men who said it was necessary, where you differed with it yourself, and the record stands, as I say, that price control can be made to work among a free people, and without law. (Applause.)

The Grain Corporation undertook last year by its contract with the mills to distribute the wheat available so as to endeavor to operate the mills of this country in a uniform relation with each other. When you remember the immense area of this country, the most intricate transportation rate structure, which stretches east and west and north and south; when you remember that some parts of the country had practically a crop failure and others a surplus; when you remember that at all points there was a cry for feed for the operation of local mills and a reduction of local feed requirements everywhere; when you remember this and remember that the record again stands that operation of the mills was fairly uniform, after all,—that no mill and no section had a great trade advantage over any other—I think you will agree with me that we may also claim that the distribution of the wheat surplus was fairly effective.

There was forced on us a phase which we did not seek, that of helping the Railroad Administration to administer the embargo, an embargo that was necessary in the sea ports and eastern section of the country because of the congestion that had grown out of uncontrolled railroad operation. It was a most disagreeable duty, one which we entered upon with reluctance; but I think we may say that, too, fairly served its purpose, for the record again stands that between Jan. 1st and Aug. 8th, the last accounting of the Railroad Administration, there was moved in this country a 55% increase of grain cars over the same period a year ago; and the record to this trade today will show an even greater relation. I think the record would show a 70% increase in grain car movement in this country, and you all know, and I think it is fair to say that you will agree with me, that you have had cars furnished you more readily, with less car congestion, than you have ever known, on a large crop at least.

We endeavored to facilitate the transportation of grain out of the great Northwest by the arrangement of control of lake transportation last year. The result of that also shows that it is in the public interest, for the full amount of ore was carried, the full amount of coal necessary to the northwest was carried, and the grain crop was served to its full need, and that from a lake fleet which had been estimated in advance as incapable of such service. This again was largely a matter of terminal care, and of the saving of vessel time at loading and unloading ports, and that control and direction is the only thing that could have facilitated that result.

Superintendents of threshing machines: This is a saving in result which is more or less problematical, which is very hard to demonstrate, but those men who have been brought in close contact with it are unanimous in their testimony that the saving has undoubtedly resulted in from ten to twenty million bushels of wheat alone. We engaged 25 machine builders, experts who knew how to set machines, how to gage the engines, how the machinery should be operated, with the little points of spreading a canvas to catch the grain, the watching of weather conditions; and I think we may safely say that that has been a service greatly in the public benefit.

Our main purpose, which was to feed our Allies, has been discharged. During

the last crop year, the total exports from the United States of all grains amounted to 341,000,000 bus., against 260,000,000 bus. the year before through a port condition congested before control took effect, through a railroad condition that was certainly discouraging, and through a Winter such as we have never seen. This again is an example of what unified direction and control can do.

In wheat we succeeded in making a contribution of about 120,000,000 bus. from a crop which I should say would not normally supply our domestic demand alone. In all foods, the United States of America last year furnished the Allies, largely under the direction of the various Food Administration agencies, a total food value of \$1,400,000,000. I grant you that \$1,400,000,000, even at present prices, buys a great deal of food, and the fact that our Allies came through the most discouraging Winter they have ever known with the morale of their people unimpaired is largely due to the food contribution which the United States made; and we feel confident that that food contribution could not have been had except for the direction of the central Food Administration.

Some new responsibility. I want the most intelligent understanding and appreciation of what we are trying to do in that far-off office. The Commission for Relief in Belgium has fed eleven million people for four years, the civil population of Belgium and a part of northern France occupied by the Germans. They have fed them so well that there is constant testimony that the living conditions in Belgium are better than in Holland, a free country, and a free neutral. Within the past few months the repatriated children of Belgium, forced by the Germans across into the French lands, have been officially examined and recorded by the French authorities, and their testimony is unanimous that the condition of those children is above normal, out of a region which has been held in bondage for four years and fed as public charges. [Applause.]

When the Belgian Relief Commission decided that they could better their conditions by putting their purchasing and their shipping into the hands of the Grain Corporation, I say it is a matter of great pride to our organization.

Port control is a very essential part of our foreign aid. They are asking the Grain Corporation, with the Railroad Administration, to control the grain flow into the ports of this country. We are doing that because the ports themselves are inadequately equipped. They are asking us to handle the great grain business of a port like Philadelphia with a total storage capacity of 3,000,000 bus., just about one good day's business at Chicago. Baltimore is a little better, with something like 4,000,000, and New York a trifle better with something like 5,000,000. And we are expected to serve a grain program, the extent of which I will disclose to you shortly, principally through those three ports, with a total storage capacity to act as a reservoir between vessels and loading of not over 12,000,000 bus., about one-third the storage capacity of most any well equipped western terminal. So that we have a right to ask just a little forbearance with the problems that are put upon us.

The great problem of this war, and you have heard it so often that maybe it has dulled itself upon your ears, but the great problem of this war is the shipping. Let me tell you this, that within the next three months the motor transportation alone, for one item of army equipment,

there are needed 480 ships to carry motor transports to our army in France — 480 ships. That is entirely outside of aeroplanes or munitions or guns or troops or foods or the thousand things that a well-equipped army must have, and entirely outside of the contribution which we must make to the civil population of those countries or they will starve. Every ship that can make a short trip and turn itself three times instead of twice is a ship saved. Every contribution that America can make in such food stuffs on a short ocean transport as against Argentine or Australia or India is a direct saving in shipping tonnage. That is why we are going to crowd those ports to their fullest extent. That is why Argentine must wait to market its grain crops, and Australia and India will get very little chance to move their grain.

The total destruction of ocean tonnage in the last four years has been 21,000,000 dead weight tons. That is, 21,000,000 of cargo capacity. There has been constructed in that time 14,300,000 tons, and we have secured from enemy transports appropriated 3,800,000 tons. But the fact remains that today the world tonnage is something like three million tons less than in 1914, and trying to carry the burdens of a great nation across 3,000 miles of ocean space.

Every ship is worth its weight in gold. It must be used. You must have confidence that every man who has no need direct of shipping tonnage should appreciate this, that it is burned in on his soul that no vessel shall lose an hour and no vessel shall lose a ton of carrying capacity, to serve the private interest of any business in this country. I want you to feel that it is being done that way. Let me tell you, the Navy Department between midnight and 8 o'clock in the morning, every day, furnishes a list of ocean tonnage brought down to date, just what has happened to that boat, where it is, and what its transport is. They furnish a list for those who serve that tonnage. It shows you what American organization does to get results; and it is because that kind of an organization has been built with American genius that fifteen hundred thousand troops were sent across in ten months. [Applause.]

Get this picture in your mind: Every six minutes a merchant vessel arrives at an American port, and every six minutes a merchant vessel departs from some American port, and that every 40 minutes one cargo sails for an European port from our Atlantic sea ports. That is the bridge of boats that is carrying our boys and carrying the machinery that makes them effective.

If we are not going to congest our great inland terminals as we had the seaports last December, some control must say how much grain shall flow to these inland terminals. We are not anxious for that job. Can you think of an agency that will do it better, with a fairer appreciation of the responsibility put upon it, or with a better acquaintance with the great grain interests? We have to do it. The Railroad Administration and ourselves have got to govern these great inland terminals or we shall have great congestion.

Let me tell you what we have to do this year for food abroad. The average contribution of the United States for foreign shipment of various kinds of foods for the three years average pre-war period was this: Meats, 645,000 tons. Last year we shipped 1,550,000 tons. This year our program of meats calls for 2,-



Fred Mayer, Toledo, O.; Mrs. Mayer; W. B. Adie, Portland, Me.; Mrs. C. B. Breyman, Toledo; R. D. Patton, Springfield, O.; Col. R. Bond, Bangor, Me.; Mrs. R. D. Patton, Springfield; C. H. Breyman, Toledo, O.

600,000 tons, four times the pre-war average.

The average pre-war breadstuffs contribution was 3,320,000 tons. Last year we furnished 6,880,000 tons. This year we are planning to furnish 10,400,000 tons.

The average pre-war shipment of sugar, from America and the Indies, was 618,000 tons. Last year we furnished 1,520,000 tons. This year we are trying to furnish 1,850,000 tons. That is why you get a level tea spoon for each meal.

It is these figures that are simply appalling unless you feel that the particular organization will spend every effort that you make, and unless the trade itself feels that this direction, this leadership, is awake, intelligent and adequate. That is one reason why I spoke to you of the record of the Food Administration for the past year, and I ask you in all sincerity and candor to say whether the record is such that you can give it your full trust this year.

We are trying to develop this policy in the United States, we haven't reached it yet, we may, that not a ton of imported food moves to the United States in any kind of a ship that can carry tonnage, troops or munitions or foods, across the ocean. That means that we have got to curtail imports of sugar, as we have.

We have to curtail imports of coffee, which can well be done.

We have to curtail imports of tropical fruits, which have practically no food value; to discourage the imports of our people. And we have to ask our people to make these sacrifices, if they come, in the same spirit in which you took the sugar request. When you see a man who jokes about having 100 pounds of sugar saved in his house, don't laugh at him about it—hit him. [Applause.] He is jeopardizing this flow of tonnage that carries supplies to our army abroad. If he hasn't imagination enough to see it, surely you have the business sense that connects one with another, and you cannot repeat it often enough, that besides this flow of distribution which is exactly calculated to sustain your necessary wants, he is a man who directly jeopardizes the lives of your sons and mine.

The 1919 wheat price: You as practical men in the grain trade know what it would mean to have a controlled price this next year higher than it is. Is it fundamentally right and honest to do it? The President has said as you know the same guaranteed price for next year as this, with the provision that next year an investigation will be made to determine whether the rising costs of wheat production are such as to warrant a higher price. We don't propose to pass judgment in advance. That commission will be carefully selected, and will be asked to make such investigation as will enable it to reach an honest and fair conclusion, and the American people, including the Food Administration, will take its judgment as final.

It is perfectly right to test the probabilities, and the probabilities seem to me somewhat like this: There are, for in-

stance, published in America, five standard index tables, one by the Bureau of Labor, one by the Annalist, one by Bradstreet, one by Dun and one by Gibson. Those men have taken the record of fluctuation in the general level of prices, showing the year 1913 before the war as 100 as compared with subsequent years. For last July these five standards, the average commodity prices are as follows: The Bureau of Labor, 294 commodities, 193; the Annalist, 25 commodities, 198; Bradstreet's, 90 commodities, 206; Dun's, 200 commodities, 186; Gibson, 22 commodities, 224. You will note that according to that index of five standard tables, apparently the average price of all commodities, which includes manufactured products such as the farmer buys, clothing, shoes, machinery, is something like double that of the year 1913. The same test applied to our grain prices indicates the following: With our stabilized wheat price of last year, compared to 1913, 100, is 258. The corn price at that time was 253; oats, 213; rye, 264; and barley, 220. It is hard to see where any injustice is done to the grower of grain, if that is a correct index of the relation in the advance of grain prices and the advance of general commodities, because remember that the same grain price is figured in the commodity average, and as it is above that average, the other commodities must be distinctly below it.

Herbert Hoover: You read in the Associated Press dispatches how he was received abroad, that the royalties of several countries vied to entertain him and to show him honor; that the people made a popular demonstration such as has been accorded no other personality in some time, and you read also, and you must have been impressed with the modesty with which he received these honors and the disclaimer which was ever on his tongue that the effectiveness of his work was due, not to him, but to his organization and to the American people who followed his direction.

Herbert Hoover went abroad with one great purpose. He had a conception which I think is most wonderfully human, that those people allied with us now in war who had been eating a bread most unpalatable should be served the same as this country, as we ourselves, and that it was possible to distribute the wheat and other bread stuffs of the world so that the bread in all the allied countries should be uniform in quality, and he has succeeded in carrying that out. There has been determined that the bread shall be in all cases 80 percent wheat and 20 percent of substitution, instead of as in some cases last year 45 percent of wheat and 55 percent of unpalatable substitutions—unpalatable when used to that extent. He also went in the determination that the food program for all the Allies this year should be laid out in such a way as to save this shipping.

Herbert Hoover has the perspicuity of the results of certain action as few men have, and when he states that if shipping

can be managed this year so as to supply the American army abroad we can terminate this war next year, and that if we don't do it it means a million more American lives for the year following, you can depend upon it that he is going to make the food transportation end saving serve that direct end. [Applause.]

This investigation also showed that in France their railroad transportation is so disorganized by troop movements and the supply of the armies, and particularly in view of the disorganization which the first successful German onslaughts made, that many sections of France have been without bread at all for weeks at a time, and he has determined that transportation this year shall correct that.

We want no bread scarcity along the line of railroads that supply the American army for instance. We want no local disorder or civil riots because of a bread scarcity back of the line of a railroad, and we are not going to have it, and Herbert Hoover has a plan which will accomplish that. And so if he calls upon you to sacrifice sugar, or wheat, or sacrifice whatever — is, you can depend upon it that it is for the most effective war ending. He went abroad having fully in mind the protection of all American industries, the milling and exporting and transportation, but he had in mind far more than that, the prosecution and termination of this war.

Mr. Vanderlip said about a year ago that the American public should begin to save for investment in war securities, and I think you have not forgotten what a storm of protest that was raising. "How could we pay taxes, and how could we pay for Liberty Bonds unless we went on as usual?" We have traveled a long road since then, haven't we?

When no building construction in this country can go on without submission for approval to the War Industries Board. When the city of New York is prohibited to build new school buildings, because labor and steel and everything is needed directly in war prosecution, and that is bowed to and accepted by the American people—yes, we have traveled some way in the business of the prosecution of the war. When the carpet and the textile trades and the furniture industries are greatly curtailed, and no protest arises; when the brewing and malting trades are wiped out, and only a little protest arises. [Laughter.] I think it demonstrates that the American people are in the temper to stand anything as long as they feel that it tends directly to the prosecution of this war. And I wonder how many of us are applying it directly to ourselves, this necessity of saving man power in every direction, the little things, having a chauffeur to drive a private car, or perhaps by employing a porter in a depot to carry your luggage. You have no right at a time like this to do other than that every act, every help that you depend upon, every laborer that you employ, shall be cut to the minimum, that it may be released and inevitably find that it is sucked into those industries that serve to win the war alone.

Crystallization is a strange thing. How out of nothing something begins to gather and begins to get shape and form and substance, and the crystallization of American public opinion in this last year has been a most strange and wonderful phenomenon. The Lusitania started the precipitation; it was continued by the sinking of unarmed vessels unwarned, and the illegitimate use of the submarine. Then they began to sink hospital ships. Ten have been sunk. Why? Wipe aside the excuse that they have been carrying soldiers. I know better. I know the character of American and English people, and they don't abuse the Red Cross. They were sunk because every hospital ship sunk requires a replacement from our merchant fleet, and the hospital ship could be sunk easier.

More than that, the Belgian Relief Commission steamers sailing under the pledge of the German government, fourteen have been sunk right in their course. Of course they claim they were mistakes, but the fact remains that the sinking of ships requires men to be withheld to build others in their places. It is just an example of modern German efficiency carried to its limit. No, not its limit.

Let me tell you what has been officially proved. The history of surgery in this war is one of the wonders of the world. Ninety percent of the wounded men who are carried off the field recover. Ninety-five percent of those who reach the base hospitals recover. Of those who recover 70 to 80 percent are back in service in forty days. That is modern surgery, and the German knows it. To do that, it is necessary to get a wounded man within four hours after his injury, and the doc-

Just Back From Seeing the Town.



Rear row, left to right: C. E. Graves, Weston, Ill.; Ed. Hanks, Mt. Ayr, Ind.; R. W. Carder, Chicago; Wm. C. Hayward, Indianapolis.
Front row: L. H. Blankenbaker, Sidney, Ill.; A. E. Hartley, Lafayette, Ind., and Henry E. Wack, Baltimore, Md.

tors and surgeons are working closer and closer to the front.

An official classification to sharpshooters and to airmen in the German army states that one doctor is worth 500 privates, and one stretcher bearer put out of business is worth five privates. Is that efficiency carried to the limit? How can you make peace with a people like that?

I heard Herbert Hoover tell that 70,000 American troops marched up the road to Chateau Thierry through lines of disorganized Frenchmen who had given up the fight, and then turned this battle. 70,000 Americans marching as if to a picnic; and what they did when they got there will be recorded in the histories for a generation. [Applause.]

At St. Mihiel they told us that we weren't a military people; that it was over 50 years since we had been engaged in fighting of any kind, that we were lazy and fat and slothful, that we had no sufficient military training or officers for it; but St. Mihiel gave them the lie. More Americans fought side by side in St. Mihiel than had fought on any battlefield since America was a country. [Applause.] More soldiers were in that battle on both sides than any battle in which Americans ever entered. More progress was made in one day than has ever been made in one day on the western front since 1914. [Applause.] More prisoners were taken than in any one day since this war started, on either side, and more miles of French territory liberated than in any one day since the year 1914. That is American history so far.

Do not try to beat the regulations. I said to you a year ago that no matter what policy we evolved or what rules we might make, they could be beat if you set your wits to it. The same thing is true today. What I want you to get is some larger phases of this activity of ours, and to make your own problems more or less local and trivial beside them. Perhaps a different sense of proportion will make them look much less serious to you.

I don't see any way to meet the various requests made of us except to say that we will patiently consider them. Most of them have been presented a dozen times before you come, but we will listen just as carefully again, and when we make a decision you must give us credit for having made it with a full consciousness of purpose, with a full conviction that the decision is necessary as we make it to serve the one purpose most directly.

I repeat again what I said last year, that the logical thing, carried through to the logical result, is that the Government should take over every country elevator and every mill and operate the thing as one whole, shutting down those plants which are expensive and not efficient.

Some day I hope to see a delegation wire for an appointment at our general office in New York, and when they appear (perhaps I am expecting too much) the delegation will say, "Mr. Barnes, you and your associates have been chosen leaders of the commercial army of grain handlers. We have absolutely nothing to ask of you but orders. Just tell us what to do, and how you want it done." That would be quite a strain [laughter] but some day I hope for such an appointment, and that is what we are going to be, gentlemen, your leaders.

Almost all of us are registered under the draft. We are not going to be called into active service. We are going to be assigned by an authority greater than ours right where we are. We cannot leave our job if we want to, until we are discharged. We are going to be there, and we are going to serve in it with the same courage and spirit as if we were in the ranks.

We have a conception that perhaps we are serving the nation, too, with our experience and with what ability we have, just as directly as if we carried a musket; that the authority above us has picked us out as filling our share of war work most directly in the job with which we are connected, and when we are leaders, gentlemen, we shall assume no more autocratic control of you than we have in the past.

I appear before you, trying to give such an exposition of the problems with which we are faced, the things we hope to serve, that you will respond with the same enthusiastic co-operation which I feel I have a right to ask of you. I said a year ago that when the history of this war was written, when the history of the sacrifices of the commercial activity of America was written, that the President himself would be able to say that his finest commercial army was the division of grain handlers. I thank you. [Applause.]

Sec'y Charles Quinn, Toledo, O., read his annual report, which follows:

Secretary's Report.

The fifth annual report of your sec'y will of necessity be, in some measure at least, a repetition of my last annual message.

The policy of the Grain Dealers National Ass'n ever since America entered the war has been a policy of co-operation with the government. That has been our guiding star from the day war was declared against Germany. Any other policy would have been disastrous and ineffectual. No organization is big enough or strong enough to oppose public opinion in time of war. We realized fully that the government was doing some things that injured the grain trade unnecessarily; that policies were decided upon that needed modification; that sweeping changes were made that put many dealers out of business. We succeeded in having many of these inequalities adjusted, but we did it quietly and with the full co-operation of the Food Administration.

The policy of the legislative com'te in war time has been helpfulness to the government to the end that nothing shall interfere with the efficient conduct of the war.

Of course several hundred bills affecting the grain trade have been introduced in congress since the Buffalo convention, but these bills, for the most part, are general in their application. They affect all business interests, either directly or remotely. As they are war measures purely they need not be mentioned here. Most of them have been pointed out in the daily press.

The purpose of H. R. 10105, introduced by Congressman Anderson, of Minnesota; and H. R. 11712, introduced by Congressman Steenerson, of the same state, was to amend the Grain Standards Act by creating a Federal Grain Standards Board to take the place of the Sec'y of Agriculture as administrator of the grain grading law. As this Grain Standards Board would be elected by the governors of the grain producing states the bill, if enacted, would take the administration of the law out of the hands of the department of agriculture and place it in that of the politicians, creating an intolerable situation and vitiating the original purpose of the framers of the law. Your sec'y is pleased to report that neither bill was reported out of the com'te.

Other bills introduced, aside from the annual appropriation measures for the department of agriculture, were the bills which took under federal control the railroads and the telegraph lines; a bill to provide short term credits for farmers; one to establish marketing departments in agricultural colleges and one to establish standards of weights and measures for flours, meals and commercial feeding stuffs.

This is the first time in many years that a secretary of the National Association has been able to report that no bills were introduced in congress to prohibit speculation in grain, though one bill aimed at cotton and wool was dropped into the legislative hopper. There is a good reason for this. There has been little or no speculation in the grain exchanges for the past year. For the last ten years there have been introduced annually from 20 to nearly 70 anti-option trading bills. (One year the number was 69.)

The public is likely to draw an erroneous impression from the present situation. As soon as the war is over the people will be told by agitators that option trading on the grain exchanges ought to be abolished

for good, because the war proved that it was not necessary. Doubtless the legislative com'te of the Ass'n will find much work in the direction of counteracting this agitation. A campaign of education will be necessary. The economic function of the exchange in normal times, when the law of supply and demand is in operation, will have to be pointed out and driven home both to law makers and the public. The false argument that what is good in time of war must be equally good in peace must be shown up.

Notwithstanding the fact that the legislative com'te did not within the past year do anything like its usual amount of work along the old legislative lines, more money was spent by the Ass'n in legislation during the last convention year than in any single year in the history of the organization. The amount was approximately \$6,500. This is nearly as much money as was annually received by the Ass'n from all sources a few years ago.

The big expense was caused by the shifting of the legislative com'te's efforts from that of peace-time legislation to the regulations growing out of the Food Control Act. During the present convention year many trips were made to Washington and New York by representatives of the Ass'n to straighten out the problems that arose with the Food Administration. The virtual taking over of last year's wheat crop by the government and the curtailment of operations in coarse grains brought to the surface a number of questions which could not well be decided except thru conferences between the food administration officials and representatives of the trade.

Transportation.—The railroads can never take away from the shippers their rights to enforce honest claims where the scales employed to weigh grain are accurate and dependable. Every one knows that cars leak in transit and that they are frequently patched up leaving no evidence of such repairs.

On the other hand the carriers, if the law protects them in their opposition to the payment of every one of such claims, because of variation in weights or other causes, cannot take the stand that they will pay none of the claims. As Commissioner Clark has pointed out the whole matter is one that must be approached in a spirit of conciliation and good faith, and the coming conference of Mr. Goemann's com'te and a com'te from the railroads is bound to bring the whole troublesome matter nearer to a solution. It seems at this time that any settlement of the question is bound to involve the problem of accurate weights in every grain elevator.

Reference to the work of the transportation com'te should not be concluded without mentioning the successful efforts of the National Ass'n last winter to secure from Director-General McAdoo preferential orders to the railroads for the movement of corn. This was one of the biggest accomplishments of the Ass'n during the last twelve months.

Trade Rules.—The work of the trade rules com'te was interrupted last May by the death of C. E. Niswonger, of Omaha, Neb., chairman of arbitration com'te Number one. In order to fill the vacancy caused by this demise President Eikenberry appointed C. D. Sturtevant, of the same city, to the chairmanship of the late Mr. Niswonger's com'te. Mr. Sturtevant was chairman of the trade rules com'te and President Eikenberry named



Left to right: Wm. Randels, Enid; U. F. Clemmons, pres. Oklahoma Grain Dealers Ass'n, Marshall; Fritz Straughn, Oklahoma City; Frank Kroutil, Yukon; C. H. Johnston, Enid; Geo. F. Milbourn, Fairland.

E. A. Fitzgerald, of Cincinnati, to succeed Mr. Sturtevant on the com'te on rules.

Since the Buffalo convention it was found necessary to add a new rule to the list to provide for the payment of the war tax on freight charges. There was some confusion among the members over this matter and in order to meet it rule 37 was framed and submitted last December to the board of directors for approval.

Heretofore it has been the custom simply to send the inquiries to the chairman of the com'te for answer. The chairman would reply direct to the party seeking the information and send a copy of his answer to your secretary who would forward to the four other members of the trade rules com'te copies of both the question and the chairman's reply.

This was as far as the information ever got. The question and answer were then buried in the files. Your sec'y believed that some of these questions and the chairman's answers were instructive and of value to the members as a whole and so the queries and their replies were published regularly.

Arbitration.—The following table gives in detail what has been done during the past year:

Number of cases at beginning of convention year 33
Number of new cases during the year.. 83

Total 116
Number of arbitration decisions during the year 43
Cases withdrawn 12
Cases settled direct 10
Cases dismissed 2
Expulsions 5
Dismissed for want of jurisdiction... 1
Cases pending 43

Total 116
Appeal cases pending at beginning of convention year 2
Cases appealed during the year..... 12

Total 14
Appeal cases disposed of during the year 6
Appeal cases withdrawn 1
Appeal cases pending 7

Total 14
The arbitration work continues to grow in volume year after year. This is due entirely to the growth of the Association's membership. Six years ago the Association had but 450 direct members in good standing. Today the direct membership in good standing is close to 1,350, or three times what it was in 1912. Experience shows that an arbitration com'te is needed for every 450 members or thereabouts. On this basis the Association should now have three arbitration com'tes instead of two.

Your sec'y urgently requests that provision be made at this convention for a third arbitration com'te.

Your sec'y is sorry to report that the Ass'n found it necessary to expel five members during the last convention year for "neglect or refusal" to arbitrate trade differences with other members. These five members who have refused to live up to the obligations which they voluntarily assumed when they joined the Ass'n are: The Wadsworth Feed Co., Warren, O.; The Bennett Commission Co., Topeka, Kan.; the Cleveland Milling Co., Cleveland, Tenn.; H. C. Zacharias, Harrisburg, Pa.; and Jno. H. Miller's Sons, Tyrone, Pa.

Telephone and Telegraph Service.—This com'te has not been active until recently, or until the government took over the telegraph lines as a war measure. Almost immediately following this action the service of the two big telegraph companies began to deteriorate. Your sec'y has with-

in the past month received many complaints from members about delays in the transmission of messages. The companies do not deny that the service has been impaired, but they charge it to the war and the consequent inability to obtain competent help.

Membership.—The statement that follows covers the direct, associate and affiliated membership of the Ass'n on September 21:

Total number of direct and associate members reported at the last convention 1,178
New direct and associate members secured since the last convention.. 309
Number of direct and associate members on September 21, 1918..... 1,354
Number of direct and associate members lost during the year through various causes 133
Net increase in direct and associate members during the year 176

Direct Members.

Number of paid up direct members Sept. 21, 1918..... 1,307
Number of delinquents 49
Number of resignations 54
Members dropped for non-payment of dues 8
Members gone out of business..... 64
Expelled 5

Associate Members.

Associate members reported at last convention 22
Associate members secured since last convention 6
Associate members in good standing September 21, 1918 24
Associate members resigned 2
Delinquents 2

Affiliated Members.

Affiliated members on September 21, 1918 2,412
Affiliated members reported at last convention 2,289

Increase 123
The affiliated membership is divided among the nine state Associations as follows:

Illinois Grain Dealers Ass'n..... 400
Indiana Grain Dealers Ass'n..... 278
Western Grain Dealers Ass'n..... 402
Kansas Grain Dealers Ass'n..... 390
Missouri Grain Dealers Ass'n..... 252
Ohio Grain Dealers Ass'n..... 272
Oklahoma Grain Dealers Ass'n..... 170
Texas Grain Dealers Ass'n..... 193
Michigan Hay and Grain Ass'n..... 55

Total 2,412

The Ass'n now has a total direct and associate membership of 1,354 of which 1,331 are in good standing. There are 51 delinquents, but the dues of most of these were not payable until Sept. 1. By October 1 next they will have forwarded their checks to the sec'y.

The membership table presented in this report shows a total net gain in direct and associate members during the last year of 176. There were losses of 133 members during the year owing to various causes, the chief of which was the war. This is shown by the fact that sixty-four members went out of business in the past twelve months. There was a net gain in affiliated memberships of 123.

During the past year another state ass'n was affiliated with the National thru the vote of your board of directors. This new member is the Michigan Hay & Grain Ass'n, with headquarters at Jackson, Mich.

The largest number of new members ever secured by one booster in any year was 27. This record was beaten this year by two boosters—Director J. H. Beusse, of Athens, Ga., and H. E. Botsford, of Detroit, Mich. Mr. Beusse landed the unprecedented number of 41 new members while Mr. Botsford secured 36.

The great work of Director Beusse and Mr. Botsford deserves more than passing mention. It ought to be the subject of a special resolution of thanks passed by the members at this convention. Mr. Beusse secured all of his applications in the south-east, in Georgia and the Carolinas. Owing to his great work that section of the country is now well represented in the Association's membership. Many of Mr. Botsford's new members came from Canada. To him is due the credit for enlisting the interest of the Canadian dealers in the work of the Ass'n.

Following the usual custom Pres. Eikenberry authorized the announcement that booster prizes would be given to the three who secured the largest number of new members at the close of the regular campaign. This canvass was started on Feb. 1 with the goal set at 200 applications. The required number was secured on April 30, or in ninety days after the campaign was begun. The three leaders at the close of the regular canvass were H. E. Botsford, Detroit, first; Tausend & Maloney, Grand Rapids, Mich., second, and Director A. S. MacDonald, Boston, Mass., third. These are the three regular prize winners. Mr. Botsford had 30 new members to his credit on April 30, Tausend & Maloney 26 and Mr. MacDonald 21. They were closely followed by Allen Early, of Amarillo, Texas, with 20.

At that time Mr. Beusse had secured but five new members. He did not stop work, however, but continued on during the entire summer until he crept up close to these four leaders. Not satisfied with this he passed them one by one until on September 10 he went into the lead and finished the season with 41 to his credit. In the meantime Mr. Botsford had secured six more, making his total 36; Tausend & Maloney 1, increasing their number to 27 and Mr. MacDonald and Mr. Early landed two each finishing the year with 23 and 22 respectively.

President Eikenberry and the other officers of your Ass'n do not intend to permit the great work of Mr. Beusse or Mr. Early to go unrewarded so that five prizes will be given at this convention instead of three.

The finances of the Ass'n, your sec'y is pleased to inform you, are in a sounder condition than at any time in the history of the organization. In the statement that follows, you will observe, our surplus now amounts to \$19,678.24. This is an increase of \$1,524.66 over the surplus shown in our last annual report. This statement is all the more pleasing when it is remembered that the Ass'n, in the last convention year, spent more on legislation than in any previous twelve months. The amount paid out from this fund was \$6,431.67. This is nearly as much as was received by the Ass'n in revenue, from all sources, a few years ago.

Your sec'y also desires to draw your attention to our total footings which have now reached the sum of \$54,050.71. This is \$8,981.58 more than last year, which was the largest ever reached. The statement in full, covering the period from September 23, 1917, to September 21, 1918, is as follows:

FINANCIAL STATEMENT.

Receipts.

Cash on hand Sept. 26, 1917.....	\$18,153.58
Direct dues	14,137.50
Direct membership	4,451.50
Associate dues	246.50
Associate membership	87.00
Regular subscription to Who Is Who	675.50
Affiliated subscriptions	1,128.75
Advertising	11,533.73
Sundries	4.40
Arbitration deposit fees	2,010.00



Left to right: Dan Joseph, Columbus, Ga.; J. H. Beusse, Athens, Ga.; E. H. Youngkin, Athens, Ga.; F. A. Hurd, Decatur, Ill.; N. L. Moffit, St. Louis, Mo.; Wm. Watson, Chicago, Ill.

Affiliated dues	1,122.25
Investments	500.00

Total receipts\$54,050.71

Expenditures.

Salary account	\$ 8,688.00
Office supplies	606.14
Express and telegrams	252.16
General printing	266.13
Who Is Who in the Grain Trade..	11,432.90
Office rent	600.00
Telephone rent and tolls.....	83.30
Refund arbitration fees.....	765.00
Legislative expense	6,431.67
Officers' traveling expense.....	1,294.45
Secretary's traveling expense.....	370.95
Postage	1,040.00
Sundries	122.64
Convention expense	1,715.09
Arbitration expense	459.04
Returned application fees	45.00
Investments	200.00

Total expenditures\$34,372.47

In bank:

Commercial account	\$ 9,561.24
Certificate of deposit bearing 4% interest	5,000.00
United States Liberty Bonds bearing 4% interest	5,000.00
Petty cash account	327.00

\$19,888.24

Outstanding checks 210.00

\$19,678.24

\$54,050.71

Following the recommendations made by President Eikenberry, it was moved by John S. Green, Louisville, that a com'te be appointed to draft changes in the by-laws to provide for a third arbitration com'te. A digression was permitted by Pres. Eikenberry while some discussion occurred as to the advisability of so amending the arbitration rules as to provide that cases involving less than \$100 be settled without actually going to the arbitration com'tes.

A. Gerstenberg, Chicago: For several years I served on arbitration com'tes, and the biggest case I ever helped to handle was one involving \$7.67. But it was not the \$7.67 that was at stake; rather was there a vital principle to be considered. The matter to be decided related to the definition of a "thru line" in connection with certain shipments, and for your information I will state that the decision of the arbitration com'te in that case has been used, almost word for word, by the Interstate Commerce Commission in the St. Louis case in defining a "thru line."

Lee D. Jones proposed an amendment to Mr. Green's motion to provide for the appointment of separate com'tes to consider the recommendations made in the report of Pres. Eikenberry, read at the morning session, and that of Sec'y Quinn relating to the appointment of a third arbitration com'te. After some discussion the amended motion was adopted.

Pres. Eikenberry appointed the following com'tes:

On a third arbitration com'te: Elmer Hutchinson, Arlington, Ind.; G. P. Bissell, Central City, Neb.; Geo. A. Hax, Baltimore, Md.

On recommendations made in president's report: A. S. McDonald, Boston, Mass.; J. W. Sale, Bluffton, Ind.; H. N. Sager, Chicago.

The report of the com'te on Telephone and Telegraph Service, prepared by Chairman M. L. Jenks, of Duluth, Minn., was read by the Sec'y. The report follows:

Report of Telephone and Telegraph Committee.

The committee has held no meetings during the past year as nothing of sufficient importance developed to warrant calling the members together until very lately, and there was then hardly time to bring together men scattered from New York to St. Joseph, Mo., and Duluth to

New Orleans. For this reason, this report is that of the Chairman rather than of the Committee, but I am confident it will receive the concurrence of the other members.

The most interesting development of the past year has been the taking over by the Government of the operation of the Telegraph and Telephone systems of the country. This has introduced new complications, and has led to many complaints of serious delays in the transmission of business. Your Chairman has been making investigations of these complaints to some extent and finds that the telegraph service, like all lines of business, is suffering seriously from loss of men who have gone into the service of the Government. War needs must come first, and the Signal Service of the army has drawn many expert employees that the Telegraph Companies could ill afford to lose. Inexperienced help has had to fill the places vacated, and impairment of the service was inevitable.

Delays in business messages are due to Government business taking priority over all other, and that is enormous in extent. I find that one official sent from his department in one night through one telegraph company between forty and fifty thousand messages. It has been suggested that some of this business could just as well go by mail, and I understand that this is under consideration.

Your Chairman has been in correspondence with Postmaster Gen. Burleson as to these delays and has received assurance from the Department that every effort will be made to keep the service at the highest point of efficiency. He admitted inexperienced and inefficient help was presenting difficulties that were unusual.

Another cause of delay is claimed to arise from the routing of messages through the main office in cities where they formerly went by direct wire. A number of these direct wires have been cut out. I am informed, because the return to the Government will be increased, but it would seem that the saving in cost of service has been made at the expense of convenience and accommodation of the public. An example of this is found in the change made between the New York Produce Exchange and the Chicago Board of Trade where two direct wires formerly operating all day, are now cut out each day at 3:30 P. M. Eastern time. A large volume of cash grain business is transacted between 3:30 and 6 P. M. In the transfer of the two men, "operating the direct wires," to the main office, at least thirty minutes is lost. It takes six minutes to transmit the messages "by tube" to the main office and then they must take their turn with other messages; they may get through in five minutes, or not for seven hours. At least one hour could be saved if the men remain on the direct wires, and it would seem that if they have spare time, messages could be sent from the main office to fill in, thus saving on the whole operation.

The telegraph companies complain of delays occasioned by the carelessness of senders. Abbreviations and failures to give proper addresses are a source of annoyance and delay, especially after Exchange hours. For instance "P. & G." may mean Parker & Graff, or Proctor & Gamble. Some of the trade use "Forl" for "Fob New Orleans" and "Fogal" for "Fob Galveston." The operator must take time to write out the words as they should be and the sender saves no expense and loses the time.

The shortage of messengers is already marked and becoming more so. It would contribute to speed in transmission and co-operation with the telegraph service in its difficulties if we could send our messages to the office, so far as possible.

The Grain trade should impress upon the wire control committee in charge of the telegraph service, the importance of the grain business and the vital necessity of prompt service in handling its business because of the rapid fluctuations in the market.

It should also be asked that experienced men be placed in all principal cities with authority to route messages so as to give the swiftest possible dispatch and to arrange wires so as to do the greatest possible work, and not make revenue the entire thing to be considered. It may be said that such men are not to be had, but it is a fact that the private wire houses are monopolizing many of the most expert men.

Private Wires: A matter that has been agitated for a number of years and that has arisen more acutely under Government operation, is the use of private wires. A large element of the grain trade has been determined in its opposition to the practice of leasing wires, claiming that it is discriminatory and preferential. It is also asserted that private wires take heavily from telegraph revenues, it having been proved that the average cost of messages over the private wires of the largest lessees is 3c against an average of 36.6c paid by the public.

We feel that a large part of the business, over private wires is nonessential, and that a large part of the essential business would be cut out if it had to pay the public rate. A strong protest against the continuance of this practice has been filed with the government. Your Chairman concurs with this view and believes that all interests will be better and more thoroughly served by an open field for all.

The report of the com'te on Membership was read by H. E. Botsford, chairman, Detroit, Mich., as follows:

Report of Membership Com'te.

The year just closed has been the most successful in the history of the ass'n, as far as the enrollment of new members is concerned. Three hundred and nine new names have been added to the roster since the last meeting, and never in the history of the ass'n have the members turned to with such enthusiasm and sincere effort in boosting.

Special credit must be given to J. H. Beusse, Tausend & Maloney, Early Grain & Elevator Co., A. S. MacDonald, and the late T. G. Moore, all of whom secured more than 10 new members. Mr. Beusse has broken all booster records in securing applications.

The Grain Dealers National Ass'n is now one of the largest, strongest and best trade organizations in the country, with a record of patriotism, honor and integrity second to none. It cannot do otherwise than flourish as long as its high ideals are maintained. It is an honor to be a member of this ass'n and every member should deem it a duty and privilege to promote its welfare. We will not be content until every representative grain handler is numbered among us, so as the boys "over there" say, CARRY ON.

Pres. Eikenberry announced that, owing to an injury received in an accident several weeks ago, Gov. J. P. Goodrich, who was to have addressed the convention at its Wednesday morning session, could not be present.

A. E. Reynolds, of Crawfordsville, Ind., presented a resolution expressing the regret of the Ass'n to Gov. Goodrich at his inability to attend, and conveying to him the wish of the Ass'n for his speedy



Left to right: Guy Blanchard, LeRoy Godfrey, H. J. Hall, E. W. Dittes, H. D. McCord and C. C. Lewis, all of Minneapolis, Minn.

recovery. Upon motion this resolution was adopted, and a com'te consisting of Bennett Taylor, LaFayette, Ind.; J. H. McCune, Ipava, Ill.; and O. W. Cook, of

Columbus, Ohio, was appointed to prepare and to telegraph the resolution to Gov. Goodrich.

Adjourned to 9:30 Tuesday.

TUESDAY MORNING'S SESSION.

Pres. Eikenberry called the third session to order at 10:00 a. m., and read a telegram from M. E. Foley, chairman of the Indiana State Council of Defense, who was to have addressed the convention on behalf of Gov. Goodrich, of Indiana. Mr. Foley expressed regret that the press of business connected with war matters made it impossible for him to attend the convention, and thanked the Ass'n for the assistance the grain trade has given in the national crisis.

The report of the Com'te on Legislation was presented by Chairman A. E. Reynolds, of Crawfordsville, Ind., who said:

Report of Committee on Legislation.

A. E. Reynolds: Mr. Chairman, and Gentlemen of the Convention: I want in advance to thank our worthy President and Secretary for the work they have already done in forestalling anything that I might have had to say on legislative matters.

I hope it will be no disappointment that I have not prepared a written report. With that explanation, and with a careful attempt to analyze my own feeling in the matter, I am brought up to the expression used in common parlance at the moment—"Where are we at?" and the like common expression—"Where do we go from here?"—in a legislative way. To my mind, those two expressions cover the ground more thoroughly than I am able to cover in any way, because I don't know where we are at, and I can scarcely predict where we are going from here. But I have extreme confidence in the ability and stability of the grain trade to believe that we are on safe ground and that we are going safely along an unknown way which we will successfully follow to a successful end. That blind confidence that I have in our ability stays me and keeps me from running amuck in my own judgment and in legislative circles going to extremes.

We are here and we are on safe ground. We have dismissed all of the complaining disposition that was manifest a year ago, and we have arrived at the point of submission where we quietly submit to law, where we can submit to being controlled. We have entered that zone of reasonable control of our business, looking toward one question, and that is of helping to win the war.

From the extreme of exercising too much liberty to that other extreme of having complete and absolute control of a great industry like the grain business is a very far and wide stretch, and to be able to submit to it quietly, patriotically, satisfactorily, and put forth all of our energies to help carry out that very control which seemed to stifle our business a year ago has been a grand manifestation of our loyalty to our great American institutions.

At this time the will to win this war so far overshadows every other human impulse that nothing else matters.

During the past year we have not tried to combat legislation at all. We have conceived it to be far better to fall in line with the general trend of things and to co-operate along the line of executing, as far as possible, the executive orders controlling the grain industry. As was stated to you in our opening meeting yesterday morning by our worthy President, the attention of legislation and the control of business has shifted from Capitol Hill down to the executive department at the other end of Pennsylvania Avenue. It was very aptly put, and no branch of our business has been more thoroughly apprized of that fact than your legislative committee.

At the present time no law on the statute books of the United States pertaining to the commercial industries of the country is operative. Scarcely a single law under which you and I have been accustomed to control our actions commercially is today operative. They might just as well have been expunged from the statute books. Therefore, when someone says to me, you can't do thus and so because it is the law, it has no weight with me. I want to know what the latest executive order is. There is probably no stronger evidence of our patriotism than the fact that we do not plead from our old standpoints of the law. We have dropped all of that and simply want to know what the executive departments of our Government say about doing this thing or that thing. In that complete shifting away from those laws and into this new era of action, in the very transition we have very forcibly pointed out to us the inherent defects of the old laws and the old methods of doing things, and a careful review causes us to stand aghast at the fact that the old way of doing things under the old laws was crude. The only wonder is that we ever built up such a magnificent structure as the grain trade has built up, with many of the impediments and hindrances of old control and law that we had to contend with. And so we have arrived. Where? At a point where we have practically no law controlling us; we have only executive order and usages that have been in force probably but a few weeks or a few days.

From what standpoint can we argue for the future, what is to happen when the war is over and when we are supposed to return to the old way of doing things? We will never return. We will have when this war is over just two grand bulwarks on which to base our action and our entire course for the future; one will be a somewhat altered constitution of the United States, and the other will be the Supreme Court. Gentlemen, we are daily casting into the legislative scrap heap those old, obsolete laws, those laws which have impeded progress, which have stifled human ambition, and which have throttled human progress. That scrap heap grows daily, and it will continue to grow, and we will fall back on those two great bulwarks—the Supreme Court of the United States and the Constitution in its new and altered

condition. From that we will then start to build up a commercial greatness undreamed of by the grain trade and which will now seem impossible for us to comprehend.

I expect to see the time when the Sherman anti-trust law will be expunged from the statute books, or so altered that it will have no semblance of its former self.

I believe that that great interstate commerce law will be so altered that you and I who have been harried by it since 1887 won't recognize our old companion. I expect to see a sane, reasonably reasonable workable control of the grain industry. I am not a pessimist by any manner of means, and I believe that out of all this turmoil will come a new and a better era for the grain trade. [Applause.]

There is room for the grain man, and all of this talk and bosh about doing away with the middle man, and breaking down every barrier between the producer and the consumer, is absolutely impossible. [Applause.]

Whenever you try to make even an ordinary grain man out of an extraordinary high class farmer, you spoil both. [Applause.]

Just so far as we recede to the point of dispensing with the middle man, just so far will we retrograde to that old time when there was no commerce between the different sections of the country; and you will never get back there. It is impossible. There is a bright future. I don't know what it is, but a good deal of this talk about what we will do after the war is not only unnecessary and superfluous, but it is ill-timed.

The legislative duty has shifted very largely from the regular legislative committee to the grain Advisory Board, appointed at the solicitation of the food and grain departments. There are 12 members of that Board, and it so happened that two members of the legislative committee were made members of this Board, and that so interlaced the work of the legislative committee that it has largely shifted to that Board. What are the duties of the Board? Wholly advisory. Simply that an inexperienced Food Administration saw proper to call to its assistance what the committee deemed to be the best source from which to gain information on which to base all of its actions.

Profits: There has been quite a conflict in Washington over the administration of a certain law which Congress passed last year controlling food and its distribution, particularly on that part of the law which provided that there should be no undue profits taken by any branch of commerce or any one engaged in distributing foodstuffs. It was first conceived that the Federal Trade Commission was the proper body to administer that law. It was later found that there was no real dividing line between other provisions of the law and the profit or unreasonable profit provision of the law; and by a kind of tacit understanding the execution of the entire law drifted into the hands of the Food Administration, and it has gone on fixing profits and in some cases fixing prices to comply as nearly as possible to the provisions of that law.

About two months ago Mr. Stream asked the Grain Dealers National Ass'n to prepare a schedule of differential profits for the grain trade, different branches of the grain trade, and present the same to him, and if possible he would have it adopted. I want to be understood very distinctly on this subject so we will not have to go over it too many times. It is intricate; it is not understood, and it is the one remaining topic on which this grain trade has not surrendered that last scintilla of its old idea that it must not be controlled. First of all, get out of your mind that it is any figment of the imagination of the Food Administration that it ought to do that. It wasn't even conceived by the Food Administration, and it would prefer to have nothing to do with it. A law was passed by Congress. Among many other provisions and conditions of the law was this provision: That no handler or distributor or dealer in any foodstuff should be allowed an unreasonable profit in handling it. It is unfortunate that that word "unreasonable" had to creep in. You know how very unreasonable some people are in applying the rule of reason, and you know how very indefinite "reasonable" is. But it is there, enacted by Congress and passed up to the Food Administration to administer. We have arrived at a point where the execution of the law is in the hands of the Food Administration, and they have passed along for the consideration of the Advisory Board the question of reasonable profits. Now, what are you going to do about it? There it is, a war measure in war times, when you can't back up nor turn around nor change things, but you



C. F. Hawkinson, Scale Inspector and J. A. Schmitz, Ass't Weighmaster, Chicago Board of Trade; C. A. Briggs, Associate Physicist, Bureau of Standards, Washington; and A. E. Kahler, Chief Weigher, Baltimore Chamber of Commerce.

have to go right straight along in the battle and face it, and you have to comply with it, and I hope that every man within the hearing of my voice will submit quietly and patriotically, just as he has submitted to everything else.

I had a man say to me since I have been in this city that it can't be done. I don't want to dispute that man's word, but, gentlemen, I know that it can be done. I know more than that—it will be done, and I know when it is done that you men will submit to it just as gracefully as you submitted to all those other things; and I know more than that—it will be done, and you very much. Don't censure Mr. Hoover; don't censure Mr. Stream; don't censure Mr. Barnes; and don't censure the Advisory Board. They are going to work it out. They are going to try to agree, if they can agree. They haven't agreed yet. The one fact that must be paramount in all of your reasoning is, don't say how unreasonable this thing is. The law has been passed, and we are operating under it now, and some of you might have your license taken away at any time for violating that law, altho you might violate it unintentionally and innocently.

I am ready to take off my hat to Mr. Hoover and to Mr. Stream and to Mr. Barnes for the not only reasonable and sensible, but the very patriotic attitude they have assumed in passing it up in a measure to the grain trade for advice and solution. Now, with the law passed, with the fact fixed that you have got to come under it, let us proceed to analyze the situation.

The first proposition that presented itself to everybody concerned in the matter was, How am I going to determine how much I can have a bushel for handling grain; how much for wheat, and how much for oats, and how much for this and for that? If I bought a thousand bushels from Sager, How much am I to be allowed to make on it and sell it over here to Armour? Along that line we then proceeded, but it soon was determined that that was not practical, and never could be worked out. It wasn't possible to say that one man with facilities the best that could possibly be produced should handle grain cheaper than another man with crude facilities whose expenses would be double. Therefore that whole proposition was abandoned.

Here is an industry with money engaged in its prosecution. How much are we going to allow, what per cent of profit to be made on the investment? And we proceeded along that line a while. It soon developed that that was more unreasonable than the other. Why? Because, here is a man with \$10,000 invested. He might do a million dollars worth of business, and with that \$10,000, if we allowed him any reasonable amount of profit, commensurate with the amount of business he did, it would be clear out of reason with the man who had \$10,000,000 in his business. So that the whole thing was declared unreasonable and not at all feasible.

It was finally conceived that the only possible basis was to arrive at the per cent of profit on your annual turnover. Now I want to make plain about turnover. It seems there ought not to be very much doubt about what that means, but there is. By annual turnover in handling grain we understand it to be the amount of money coming in from all sales of grain. It doesn't make any difference how much it cost you. It is the amount of money you get in during the year from the sales of grain. That is your turnover. That is the definition we have decided on for turnover. It doesn't mean the amount of money you get in for selling coal or feed or selling seed, but how much money did your cash books show you got in from the grain transactions. Because the price of wheat has been somewhat fixed, there is a great misunderstanding about that. The wheat is included. All grains are included. So the committee proceeded to analyze the proposition from the standpoint of profit that might be allowed on your annual turnover.

Classification.—One section of the Advisory Board believes the grain business ought to be divided into three or four classes: the country shipper; the terminal elevator; the grain merchant; and the commission man. I think the Board would have agreed on a division had it not been that the Government authorities felt that that was complicated and wanted to put all in one class. That is the basis on which we are proceeding now.

In trying to determine what a reasonable per cent of profit would be in the grain trade as an entire class we started out on a quest for information and we gained a great deal of information. We found, for instance, that there were grain merchants

whose turnover last year and for the last five years had netted them less than six-tenths of one per cent. We found country shippers who claimed to have made eleven per cent on the turnover for the last five years.

The committee conceived the idea that if we could secure to the grain dealers of the nation the per cent of profit on the turnover that would be equal to the average of the last five years of business, that we would have accomplished all that could be required, basing our idea along that line on the fact that two of the last five years participated somewhat in war conditions, and that the three years previous were fairly representative years in business, and therefore if we could combine a period of pre-war conditions and partial pre-war conditions with a period of war conditions, we would have arrived at a fair basis on which to predicate a profit that might be allowed during the continuance of the control of the grain industry by the Food Administration. So we wanted our information on the five-year period up to the end of 1917, and we found that sort of a variation, from six-tenths of one per cent grain merchants to as high as an average of eleven per cent with certain country shippers. That is not an unreasonable variance. Because some grain merchants would handle \$50,000,000 or \$100,000,000 worth of business, and some country grain shippers will handle less than \$60,000 in a year. Now those wide divergencies in the volume of business present a problem that is so intricate and complicated that it staggers everybody who undertakes it.

Proceeding along that line, and after very careful deliberation, we brought in a report. We were asked to bring in a report, not based on what would be a reasonable profit under the law, but what would be a maximum profit which might be allowed and yet not infract the law. Get that carefully in your mind—that we were proceeding along the line of attempting to set up a danger post, past which the grain trade could not go without having violated the conditions of the law.

We divided the business into two divisions: those turning over \$300,000 or less and those turning over more than \$300,000. And our advice was that they adopt a maximum of five percent to be allowed on the turnover of all firms up to \$300,000, and that all over \$300,000 should be allowed three percent. Now let us assume a turnover of \$600,000. On the first \$300,000, that firm would be allowed five percent; on the other \$300,000, three percent.

MR. GOEMANN: Is that gross or net?

MR. REYNOLDS: This is all on the net.

In your expense account you will be allowed all your ordinary expenses. You would not be allowed any percent on your money invested unless it was in preferred stock or bonds standing against your business on which you paid interest.

You would not be allowed as an expense item the Federal tax that you might pay.

We didn't get an agreement with the Government, but this was our advice. If you had a turnover of \$300,000, on that you might be permitted to make \$15,000 net as a maximum. I don't believe there is one in fifty that can do it, but if you make more than that you are subject to careful scrutiny by the Government as to whether you are a profiteer or not. If this figure is established, it doesn't free you from the liability of Government investigation in all cases, but it is simply a danger point.

If you turnover \$400,000, that would allow you to make \$15,000 on the first \$300,000, and three percent on the rest, and out of that you have got to pay your Federal taxes, but you have got to pay your expenses otherwise.

We brought in that report. It was not accepted. We were asked to modify the report. We felt that if an advisory committee was worthy of its name, that committee ought to have an opinion not so easily overturned nor so easily modified as to change it by simple request. I believe, personally, and I think it is the consensus of opinion of the committee, that we were high. But we were not striving at reason. We were arriving at a maximum. The method has its advantages. If you lost money six months of the year, and made an unusual profit the other six months, you had the extraordinary profit offset by the losses.

One other question on which we differed to start with was that the business should be divided into three month periods, and then six month periods, and finally I think I am justified in saying that the Government would have agreed with us on our contention that the grain trade could only calculate its reasonable business on a turnover of a year. So I think that we arrived at that conclusion. While we do not have it confirmed, I think there is no trouble in the Government arriving at the final conclusion that it takes 12 months to make a complete cycle in the grain business and to make a complete turnover. [Applause.]

GEO. A. WELLS: Mr. President, naturally I have taken the position of the country shipper to heart. The fellows in the terminal markets are pretty well protected by their limitations. The country shipper assumes the risk of ownership to a greater extent than any other handler in the trade, from the time it leaves the farm until it reaches the terminal elevator, and we get some very bad experiences along that line. He may have an unreasonable margin of profit in one case, and an extremely heavy loss in another.

I know of two cars of wheat that were shipped, bought as No. 2 in good faith, that came into Chicago and there were no elevators to handle it, because it had excessive moisture, and the consequence was it stood on the tracks and got into a heated condition, and there was a heavy loss on those two cars. That is one reason why I say there must be a wide latitude, there must be a wide maximum, to give the country dealer a chance to live, and to give him courage and the initiative and energy to carry on his business.

I know today of grain dealers that are laying down because they fear the conditions. Possibly they are weak; possibly they are wrong; possibly they ought to be braced up. But the one argument that I have been putting up all the time is that you must maintain the courage and the initiative and the energy of the country dealer or you can't move this grain from the farms. Therefore I have been opposed to making the same percentage of net profit for the country dealer as for the larger dealer. And I certainly will oppose it, even to the point of resigning from the committee. The net profit under the recommendation of the Advisory Board is a wide one, to cover the maximum. Personally, I think it is wider than necessary.

As I understand it, elevators with a turnover of less than \$100,000 will practically not be considered. The Food Administration regulations practically do not include operations of under \$100,000 turnover. So that if a country dealer has a turnover of \$150,000, even on a three percent basis, he has got \$4,500 absolutely net profit. On the five percent he has got \$7,500 net profit. So far as I am concerned as a member of that committee, I hope the grain trade will get down to the line just as close as it can, and I feel that it would be unfortunate for us if we cannot present finally a report and a recommendation that will be satisfactory to the Food Administration. It is



S. L. Rice of Metamora, O.; W. W. Cummings, J. A. Streicher, E. H. Culver, J. L. Doering, P. C. Sayles and H. W. Applegate, all of Toledo, O.

the first time that we have presented a recommendation to the Grain Corporation that has not been accepted, and I regret that the situation is as it is. [Applause.]

Following the explanation of the work of the Advisory Com'te, opportunity was given for the informal discussion of subjects connected therewith. Several delegates took part in this discussion, the more important features of which are set forth below:

U. F. CLEMONS: I believe that some of you may have gotten a wrong idea from what Mr. Reynolds has said on this maximum profit proposition. The idea is simply this: There is no guarantee that you will make five percent, three percent, or any other percent on your turnover. There is no guarantee of that, understand. It is just simply that if you do make it, or if conditions should be such that you should be forced into a profit of that kind, that you will not be criticised for doing so. There have been conditions under which men have been forced into a very unusual profit on some individual transaction, and it might arise where a man with a very small amount of turnover in a year might be forced in to that condition and be considered a profiteer.

The idea, I believe, with the Food Administration in asking us to fix the maximum net profit for the grain dealers was to shift that responsibility from them to this committee and through this committee to you.

One thing Mr. Reynolds did not touch on is individual transactions. We are asked to fix a maximum profit on individual transactions.

MR. REYNOLDS: In wheat only.

MR. CLEMONS: Yes. Which we absolutely refused to do. We don't believe that it ever could be done successfully, or acceptably to any one, not even to the Food Administration themselves.

MR. METCALF: What do you mean by individual as used there?

MR. CLEMONS: I mean just this: You might have accumulated or bought some oats or some corn or some wheat at a time when cars were scarce, and the market might go soaring and you would be forced under those conditions into an unusual profit. One member of our committee last year was forced into a profit of 42 cents a bushel on some oats in just that way. He would have shipped the oats any time during the time that he carried them if he could have gotten the transportation for them. Now that man should not be considered a profiteer.

I see that some of you may have gotten the idea that the Government is guaranteeing you a profit or has got to allow you to get a profit. If you do get it, they will not prosecute you, but if you don't get it, don't be surprised, for I don't believe there is a man in this room that has ever been able to realize a net profit of five per cent on a \$300,000 turnover in one year in the grain business.

MR. REYNOLDS: The recommendation of the committee was, a turnover on commercial transactions in grain. That, as we conceived it, or construed it, would cut out a profit that you might make on a speculative transaction. And further, your feed business and your seed business, and your side line business would all be cut out this, because this is not an attempt to control them. If you handle coal, the Fuel Administration gives you the margin that you may have on it. If you get off into some other commodity that is controlled by some other part of the Food Administration, you will be con-

trolled through that channel. We were attempting to establish what you might make net on your annual turnover in grain only.

Flour would be another proposition. The profits you may make on flour are prescribed along other lines; that is, wholesaling flour. So that we were only striving at the grain profits alone, and a maximum profit. I think that probably some defects in bookkeeping may have led some of you to believe you made more profit than you did. I believe that if you were trying to boost your profits to a good high level, you probably did not charge in part of your expense in your coal handled, or your feed handled, or your side lines.

I think if you borrowed money to carry on the business with, probably you charged it all up against your grain. Maybe that wasn't fair. Maybe you had a few car loads of timothy or clover seed on hand, and borrowed the money at the bank to put in that seed, whereas if you hadn't had that you might not have had to borrow money at all. Now, one of the big problems that will confront you all when it does become operative, and it is operative even now, whether we agreed or not, something

is operative. They are hesitating, and asking us to change our report. The reason that no business under \$100,000 will be taken into consideration is because you are not under license in that case. The license is only a means of control; that is all. It is simply locating you. It is entering you on the books of the Government so they can put their fingers on you.

What is the Penalty? I don't know. Here is practically a penal code, without a penalty. First of all, they will take your license away and stop your business. There are people right today with their doors shut and the combination turned on the safe and business suspended because they violated the Food Act. And that is what can come to you and to me. And that is what ought to come, whenever you are guilty.

There are two cases now in which it has been said that certain dealers in Kentucky are going to have to disgorge profits they have made.

Upon motion the Ass'n expressed its endorsement of the action of the Com'te, and its thanks to the Com'te for its work.

TUESDAY AFTERNOON'S SESSION.

The fourth session was called to order by Pres. Eikenberry at 2:00 p. m., and the report of the Trade Rules Com'te was called for. Secretary Quinn stated that E. A. Fitzgerald, chairman of that com'te, had been unable to attend the convention, and that, as the com'te had not been active, it had no report to make.

The Secretary read a letter from Alfred Brandeis, chief of the enforcement division of the Food Administration, asking that there be brought to the attention of the proper com'te his views regarding the matter of controversies that arise as a result of failure to make shipment within the time prescribed by the contract; and stating that J. J. Stream, chief of the coarse grains division of the Food Administration, had expressed to him a suggestion that the Food Administration draw up a uniform contract, along the order of that now in use by the milling industry, for use by the grain trade.

Fred J. Lingham, chief of the cereals division of the Food Administration, addressed the convention on "The Milling Regulations." Mr. Lingham pointed out the close relation which the grain trade and milling industries bear to each other, and reviewed the changed conditions now existing as compared with those of last year, recounting the past and present flour situation in detail.

"Regulations are today being issued from New York," he said, "that we hope will bring about wider distribution of feeds, the new rule to be that each mill shall ship the same percentage of its output to each state as in 1917; and mills

are required to sell wheat millfeeds only for feeding to dairy cattle, to calves, or as a weekly bran mash to horses."

Mr. Lingham explained that it is necessary to ship wheat instead of flour because of the shortage of ocean tonnage, as wheat can be loaded and unloaded in about one-half of the time, thus effecting a saving of about 20% over the results obtained in the shipment of flour. He sketched certain changes that are to be made in the rules, among these being to permit stocks for 60 days instead of 30 days to be purchased; to require millers to conduct exchange and return business according to a fixed and definite schedule; and making the manufacture of mixed flour not mandatory.

H. B. Dorsey, Ft. Worth: Will there be any change in the number of dealers who will be permitted to handle millfeeds, and in the profits to be allowed each?

SOUTHWEST GRANTED RELIEF.

Mr. Lingham: I take it that you refer to the combined profits between miller and consumer. Regulations limit only the profits of individual dealers and not the combined profits. I will say for your information, however, that the southwestern states have been eliminated from the regulations in the rules to be published today.

A Dealer: Must the dealer restrict the use of millfeeds in selling to farmers?

Mr. Lingham: Yes. The dealer is not permitted to sell wheat millfeeds except to those who will agree to use it according to the regulations.

C. B. Riley, Indianapolis, Ind.: Is the price of wheat millfeeds likely to be increased?

Mr. Lingham: I do not know, definitely, but so far as I know there will be no change, altho we realize that the price of wheat millfeeds is too low compared with other feeds.

Mr. Dorsey: If you would release millfeeds and let them enter into the regular channels of competition you would lower flour prices.

Henry L. Goemann, Mansfield, O., chairman of the Transportation Com'te, read the following report for that Com'te:

Report of Transportation Com'te.

The Transportation Com'te begs to report that since their last report owing to



Left to right: E. M. Wayne, Delavan, Ill.; Percy Goodrich, Winchester, Ind.; Ben. S. Williams, Sheffield, Ill., and H. I. Baldwin, Decatur, Ill.

our country entering into the world war the carload minimum weights which had been adopted by the railroads have been set aside by order of government agencies, and all cars must now be loaded to capacity.

Minimum Weights.—This situation has been brought to the attention of the Com'te by the Indiana Grain Dealers Ass'n with the request that we should insist on the thirty-inch rule as agreed upon, but the Com'te felt that under the war conditions it is thought best not to take up this subject until changed conditions will permit the government, without impairing war efficiency, to return to the thirty-inch space rule which is an imperative prerequisite to proper inspection.

No Freight Charges on Grain Doors.—There has been referred to the chairman by Mr. Quinn, your sec'y, during the year numerous letters regarding transportation matters and all of which have been duly answered and need not be referred to in detail in this report; however, one letter remains unanswered and as it may interest a number of our members, beg to advise that this letter contained an objection to the rule of the Southern Weighing & Inspection Bureau's order of assessing freight charges on the grain doors placed in cars as well as on the grain transported. I beg to advise that I conferred with J. H. Howard, manager freight claim section of the U. S. Railroad Administration, and he stated that the practice was wrong and if I would advise him of specific cases, he would issue an order to discontinue the practice. I, therefore, suggest if any members are being assessed freight charges on grain doors, they furnish me with the proper data and I will at once see that the matter is adjusted.

To our Com'te has been referred the request of the National Hay Ass'n about appointing delegates for conference to consider the question of appointing a representative on traffic com'tes at various points, but as the U. S. Railroad Administration in connection with the Food Administration, have just appointed Grain Control Com'tes at various markets, who will issue permits for the movement of grain, it is thought best not to ask for representation on such Committees.

Claims.—The big subject that has been before your Ass'n this year is the loss and damage of grain as per Docket 9009 of the Interstate Commerce Commission. In their report the Commission said "That the carriers and shippers will be expected to arrange promptly for a conference of their representatives with a view to an agreement upon rules and practices to be observed in filing, investigation, and disposition of claims, and that in the meantime the proceeding would be held open for such action as may be found necessary or proper." In line with this request, a com'te of fifteen grain shippers (of which I was chairman) and a com'te of fifteen railroad men (of which F. C. Maegly was chairman), met at Chicago on April 16th and 17th, but were unable to agree, and a joint letter, signed by Mr. Maegly as chairman of the railroad com'te and Mr. Goemann, chairman of the shippers com'te, was transmitted to the Interstate Commerce Commission, advising them of our disagreement and our inability to agree upon any of the conditions mentioned in the report covered by Docket 9009. To this joint letter we received from Commissioner E. E. Clark, the following:

May 13, 1918.

"Mr. Henry L. Goemann, Pres., National Association of Grain Dealers, Mansfield, Ohio.
Mr. F. C. Maegly,
908 Railway Exchange Building,
Chicago, Illinois.

Gentlemen:—

I am advised that the joint conference of the committees representing the grain interests and the carriers held at Chicago on April 16 and 17, 1918, pursuant to our report in Claims for Loss and Damage of Grain, No. 9009, adjourned without reaching an agreement or arranging for future action upon the matter of grain claims.

It was shown in this investigation that there is urgent need of improvement in the facilities used and the practices followed in connection with the transportation of grain in order that losses in transit may be reduced; that more accurate and complete records may be obtained; that improper claims may be eliminated; and that prompt and fair settlement of just claims may be brought about. The carriers and shippers being directly interested and also fully advised as to all phases of the situation, we suggested in our report that they should confer and agree upon what rules and practices would be just and reasonable. It was thought that the subject could thus be dealt with in a more satisfactory and comprehensive way than

if the Commission should undertake to prescribe rules respecting only such matters as are within its jurisdiction.

The failure of the conferees to formulate rules or to provide for any further joint action appears to have been largely due to insistence that as a primary matter a rule should be agreed upon limiting legal rights and liabilities pertaining to the adjustment of claims on so-called clear record cars. Without criticising the attitude taken in that respect or under-estimating the importance of this matter under present conditions, I venture to suggest that rules intended to limit the legal rights of either party should not have been presented, because they would not be binding upon the carriers and shippers as a whole and are beyond the jurisdiction of the Commission to prescribe. It seems quite probable, however, that if fair rules should be adopted, dealing with the practical aspects of the situation, such as the installation, operation and maintenance of scales, the inspection and supervision of elevator equipment and records, the condition, inspection and cooping of cars at origin, specifications for grain doors and the installation thereof, the weights and weighing of grain at origin and destination, the inspection of cars and the recording of losses or other defects noted in transit and at destination, allowances on account of scale variations, natural shrinkage and waste, and the filing and investigation of claims, including the adoption of a standard form for the presentation of grain claims, and providing for an impartial audit or supervision of claim investigations and adjustments, the existing sources of controversy would be largely diminished and, therefore, relatively few claims would arise which could not be satisfactorily adjusted without resort to litigation.

Before proceeding further in the matter I wish to suggest, for the consideration of the respective committees, the propriety and desirability of appointing a small joint working committee to formulate and submit a complete code of rules to be considered and acted upon by a joint conference of the carriers and grain interests and, if necessary, by the Commission. It is believed that if the various matters in issue are considered in a spirit of fairness and any attempt to abridge the substantial and well-established legal rights of either party is abandoned, there should be little difficulty in harmonizing the differences of opinion that may develop.

Kindly advise me of your attitude towards these suggestions.

Yours truly,

(Signed) E. E. Clark, Commissioner.
This letter was considered was an order for the carriers and shippers to get together if they did not want the Commission to put in rules and regulations of their own accord and which might not have been satisfactory to either carriers or shippers, therefore, arranged a conference with Mr. Maegly and the following was adopted:

COPY

Chicago, Ill., June 11, 1918.

Conference held today in Office of F. C. Maegly, Between Mr. Henry L. Goemann and Mr. F. C. Maegly Relative to the Docket 9009, Loss and Damage of Grain, as per request of the Hon. E. E. Clark, Commissioner, letter of May 13, 1918.

The following suggestions were taken from Commissioner Clark's letter of May 13, 1918, to Henry L. Goemann, Chairman, representing Grain Dealers' National Ass'n. and F. C. Maegly, chairman, represent-

ing railroad conference com'te—copy attached.

1. The installation, operation and maintenance of scales.
2. The inspection and supervision of elevator equipment and records.
3. The conditions, inspection, and cooping of cars at origin, specifications for grain doors and the installation thereof.
4. The weights and weighing of grain at origin and destination.
5. The inspection of cars and the recording of losses or other defects noted in transit and at destination.
6. The allowance on account of scale variations, natural shrinkage and waste.

(Mr. Goemann objects to the consideration of natural shrinkage with scale variations and waste, it being a separate subject, and entirely foreign from these two items, and in view of the court case which the Grain Dealers' Association have joined with the Council of Grain Exchanges could not commit himself on the natural shrinkage at this time.)

7. The filing and investigation of claims, including the adoption of a standard form for the presentation of grain claims.
8. The provision for an impartial audit or supervision of claim investigations and adjustments.

Realizing that fundamentally, the accuracy of scales will be a basis for future negotiations on this subject, and that there should be standards of accuracy in scales used in the weighing of grain, it is thought best, therefore, to appoint a committee of five, on behalf of shippers and receivers of grain, made up as follows:

One representative from the state ass'n country elevator operators:

One representative from the farmers co-operative elevator ass'ns:

One representative of the terminal elevators covering both Western and Eastern territory:

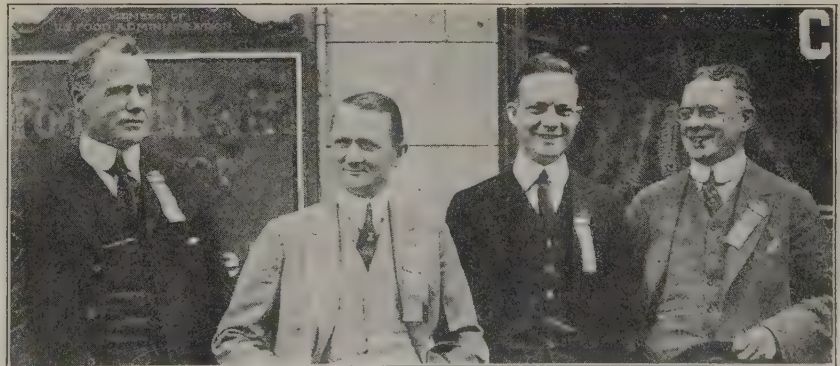
One representative of the Millers Federation, and the chairman of the transportation com'te of the Grain Dealers National Ass'n.

If found necessary to increase the com'te to seven, owing to the northwestern and southwestern territory conditions necessitating same, it is understood that it will be agreeable to give those sections representation on the com'te.

It is understood that a committee of five or seven will be appointed to represent the carriers, and that consideration be given to the condition and inspection of cars suitable and available for grain loading, the methods of cooping the same, and specifications for grain doors, and efficient methods of installing the same: Further understood that Mr. Goemann and Mr. Maegly, respectively, will endeavor to arrange for the appointment of these com'tes and joint conferences on all matters recommended by Honorable E. E. Clark at the earliest practicable date.

It is also thought advisable to have the benefit of expert advice, such as Mr. Joseph Schmitz of the Chicago Board of Trade, A. E. Schuyler of the Grain Door Reclamation Bureau, and such other experts as may be decided upon by the committee of carriers and shippers.

In line with our agreement to appoint a small working Committee I asked the organization to recommend to me the names of the representatives they would like to have on the com'te and in line with their recommendations the following are the members of the grain dealers on the joint conference committee.



Left to right: T. H. Jenkins, Max M. Nowak, Milton Crowe and H. T. Burns, all of Buffalo, N. Y.

E. M. Wayne, Delavan, Ill., represents all State Grain Dealers' Ass'ns. Clifford Thorne, Chicago, Ill., represents National Council of Farmers' Cooperative Assns. E. S. Wagner, Chicago, Ill., represents Millers' Nat'l Federation. H. A. Feltus, Minneapolis, Minn., represents grain interests of N. W. J. S. Brown, Chicago, Ill., represents terminal markets (all); Henry L. Goemann, Mansfield, O., represents Grain Dealers Nat'l Ass'n.

The railway representatives are: F. C. Maegly, Chicago, Ill. (chairman) A. G. F. A., A. T. & S. F. Ry., A. S. Dodge, Chicago, Ill., superintendent, Western Weighing & Inspection Bureau; H. C. Howe, Chicago, Ill., gen'l claim agent, C. & N. W. Ry.; Geo. Merki, Chicago, Ill., chief inspector, C. F. A. I. & W. B., J. L. East, Chicago, Ill., supt. frt. service, Illinois Central R. R.; W. W. Spright, Altoona, Pa., scale inspector, Pennsylvania Railroad.

This com'te met at Chicago Sept. 20 and 21, and elected Henry L. Goemann, chairman and C. W. Crawford, sec'y. (Mr. Crawford being assistant to chairman, committee on relations between railroads.) Our meeting was a very satisfactory one and a very good start was made for future negotiations and the com'te adjourned to meet on Oct. 14 for a week's continuous session at French Lick Springs.

The magnitude of this subject is probably not fully appreciated by the grain trade, for it involves millions of dollars. For your information I beg to quote from the Interstate Commerce Commission records, the following:

"During the year ending Dec. 31st, 1914, one hundred eighty (180) railroads operating approximately 90% of the steam road mileage in the United States disbursed \$4,112,655.00 in payment for loss and damage on grain and grain products. On the basis of values now ruling as compared with 1914 and with poorer equipment, it is fair to assume that claims have increased both in value and number and that the amount that claims will be filed for, will probably amount to eight to ten millions of dollars, for the year 1918. When the public press reported that Judge John Barton Payne had appointed Mr. Howard, claim agent for the United States Railroad Administration, I immediately wrote Judge Payne advising him fully what our com'te was doing in the matter of loss and damage claims and requested that before any rulings or orders were promulgated that the grain shippers thru their com'tes have an opportunity to discuss them and I have a reply that they will co-operate with the grain dealers.

The shippers' com'te after adjournment of the joint com'te last Saturday, met, and it was their unanimous opinion that we needed the help of expert and practical weighmen and arranged for a committee to be known as national grain scale com'te and have requested the following to serve in this capacity and if it is found necessary to further add to this scale committee, the same will be done. Names of com'te are as follows:

Scale Com'te.—J. A. Schmitz, Board of Trade, Chicago; W. C. Readfield, Minnesota State Grain Weighing Dept., Minneapolis, Minn.; Geo. Betzelberger, scale inspector Illinois Grain Dealers Ass'n, Delavan, Ill.; John Dower, Dept. Weights, Merchants Exchange, St. Louis, Mo.; W. P. Buchan, Richardson Scale Co., Minneapolis, Minn.

A meeting of this scale com'te with our Grain Committee, has been called for conference next Saturday in Chicago.

In conclusion I desire to say that this is one of the most important subjects that the grain trade have had before them for adjustment, and the results of the work of this joint committee of twelve of the

carriers and shippers, will be far reaching and govern for many years to come, in case their report is approved by the Interstate Commerce Commission, and I want to urgently appeal to the grain trade that they help their com'te in this work by giving them any and all information they can and make such suggestions as will guide them in the work during the conference on this subject and I will, therefore, hope that those who have helpful suggestions and data will forward same to me at Mansfield, Ohio, not later than October 10th next.

E. A. Grubbs, Greenville, O.: Has any basis for adequate weighing facilities been made?

Mr. Goemann: Mr. Maegly has fought for the classification of scales into Classes A, B, C, and D, with weight certificates to be classified according to the class of scale over which the weights were obtained. I opposed that plan, and think there should be only one class of scale recognized, and that Class A.

Mr. Riley: Your classification of scales refers to condition and not to kind or size; that is, that either hopper, track or automatic scales, when they come up to a certain standard, would be entitled to a place in Class A?

Mr. Goemann: Yes.

Geo. A. Wells, Des Moines, Ia.: Would weights over Class A scales practically mean a clean B/L?

Mr. Goemann: Yes.

A. S. McDonald, Boston: What are we to do with claims declined by the carriers at the present time?

Mr. Goemann: I am not in a position to say what I know; but I think the Railroad Administration soon will issue to claim agents an order on this matter. You should do nothing now.

A Dealer: If cars are furnished but no grain doors are supplied for cooperating, what should we do?

Mr. Goemann: Most railroad companies have notified their local agents to buy lumber to cooper the cars when grain doors are not on hand. If you have any trouble in this regard let me know.

An address on "Adequate Facilities for Weighing" was read by C. A. Briggs, of the Bureau of Standards, Washington, D. C. Mr. Briggs said:

Adequate Facilities for Weighing.

Somebody is always taking the joy out of life. No sooner do we become accustomed to conditions imposed upon us by circumstances, with the prospect of a little comfort, when someone discovers a new way of going wrong, and we have added to our multitudinous affairs still other complications of such an insistent nature that they will not be denied.

I very much feel that in that I have to say on the subject of grain scales, I will have just such a depressing influence.

If it were possible to obtain correct weights without scales there would be no excuse for constructing scales. However, experience has shown that not only is it necessary to provide scales to obtain correct weights, but that it is necessary that these scales comply with certain principles

of mechanical construction, installation and workmanship, and that they be used with intelligence. These requirements for the scales when outlined comprise specifications and tolerances, and a code of rules governing their proper use, and the keeping of records.

There are many vexing questions in regard to the weighing and handling of grain which must be disposed of, but it must be clearly kept in mind that the functions of the Bureau of Standards with which I am connected, are not judicial or administrative in character, but are limited to the technical aspects of the subject, such as the determination of what should be the proper tolerances and specifications for the weighing mechanisms.

The National Conference of Weights and Measures, in the course of ten years, succeeded in changing entirely the weights and measures situation, and brought the subject to a point where, at the entry of this country into the war, its importance was beginning to be appreciated, and where it was beginning to receive the support it deserved.

In connection with this work, it was necessary for the Bureau of Standards to make a careful study of the technical aspect of weighing. It was apparent that one of the greatest needs was to draw up specifications which should govern the construction and use of scales and weights, and weighing and measuring devices employed in retail trade.

It was necessary to insure that the weighing devices, themselves, were constructed so that correct weights could be obtained; and furthermore that they were designed so that they would not be susceptible to misuse through ignorance or fraud. As a result of working with this National Conference, and of co-operation with the manufacturers, specifications and tolerances, such as would be required by the ordinary sealer of weights and measures were prepared and adopted; and these have been published by the Bureau of Standards as Circular No. 61, "Specifications and Tolerance for Weights and Measures and Weighing and Measuring Devices."

The Bureau has gone extensively into the subject of railroad track scales and railroad track scale weighing. A large portion of the business of the country is conducted over railroad track scales and other large scales, and in conformity with its obligation to furnish standards which include those of large denominations, the Bureau undertook the study of what was required to furnish proper means for weighing carload freight and the methods and equipments required to maintain such large scales in proper weighing condition.

Just recently there has been put in the field two auto trucks equipped for testing mine scales. This is an important subject now in connection with the wages of the miners. In an earlier investigation made in August of last year, scales were found in very bad condition, and cases were discovered where the miners were being deprived of an important portion of their earnings.

As a result of experience, we are inclined to emphasize the great importance in drawing up specifications, of giving all the matters the proper consideration, and basing the provisions on carefully determined and thoroly studied facts. This, it is not always easy to do. If you or I own a scale and have paid for it out of our hard earned cash, we will not be inclined to cherish anyone who comes around and suggests that what we have is inadequate, and that it cannot be relied upon to give correct weights. Still less will be our welcome if the scale is one that was used with great success by grandfather.

On the other hand, if you are a manufacturer, you will not become enthusiastic about anyone who gives a customer to understand that what has been sold to him is short of what it should be. There are, therefore, influential factors which have a very strong tendency to weaken and nullify that which it was the very purpose of the specifications to provide. The owner of the scale desires to have whatever he may possess, approved as a sort of personal justification, and to save the cost of a new investment; and the manufacturer desires to have whatever he may be manufacturing and selling come under the most approved specifications. Forebearance, therefore, is needed on the part of all concerned or ultimate benefits may be lost.

Another thing which should be kept in mind is that when your specifications are set down they will continue to be examined very critically by many others who will ultimately become concerned with the subject and if the provisions are established



Left to right: Joe Danforth, Chas. C. Ramey, B. V. McKinney, J. H. Bowne and O. E. Buerback, all of New York.

on as sound principles as possible, they will be more liable of wide adoption and to remain in permanent form. This is an extremely valuable thing to realize.

In reference to the specifications which have been prepared for other types of scales, it has been noted that the effect of imperfections has always been to bring under question, the portions which were well founded. When such specifications were considered by new interests, as will surely be the case of specifications for grain scales, the effect of encountering obvious imperfections and often unmistakable errors, was naturally and with some justification to reject the remainder and forthwith draw up new specifications throughout. This tendency to tamper would naturally be reduced an important extent if the original specifications had in all cases been based on sound principles arising from a clear understanding of the subject, and a fixed determination to give all the factors the proper consideration.

In large scales the matter of strength is of great importance. If it is necessary to cover such a point, the need will not be filled unless the subject is gone into in considerable detail, involving many technical matters. For instance, it is a common thing to attempt to cover this matter by a clause which reads something like this:

"The levers should be sufficiently strong so that the deflection under pressure of the load will not affect the accuracy of the scale."

Accuracy. One should not be unreasonably ambitious. I have frequently come in contact with the individual who takes the uncompromising stand in regard to the accuracy of scales, that he will permit no error or tolerance whatever.

In all the experience of the Bureau of Standards in testing thousands of scales, some of them of extraordinary refinement, no case has been found where the scale was discovered to be without error. The doctrine of no tolerance represents a heroic stand and is based on high ideals, but the practical accomplishments found in the attempt to apply such a doctrine have never been impressive. However, the allowable variation of scales employed in a given class of work should be carefully and explicitly provided for. This can be done by the establishment of suitable tolerances.

This matter of tolerances represents one of the arbitrary features of the specifications, and involves some of the greatest difficulties, as so many matters have to be considered, and widely varying viewpoints usually prevail on account of the great difference in the individual needs and experience.

However, it would be a tremendously valuable matter to furnish examples showing details of scale installations which have been carried out in compliance with approved specifications. This would be of great practical aid in reducing the great variety in the methods of scale construction and installation which have no particular merit and could be eliminated.

It will be necessary to establish in the specifications provision for a suitable number of classes of scales, so that in the case where special care has been taken to provide scales of superior quality, proper recognition can be made of this fact. The lowest grade of scales, of course, will be those which just succeed in complying with the minimum requirements.

Following Mr. Briggs' address Pres. Eikenberry called on J. A. Schmitz, of the weighing dep't of the Chicago Board of Trade, and others.

Mr. Riley: I suggest that, to supplement the work being done by the Transportation Com'te, it might be well for each state to consider the thing which we are trying to do in Indiana. There we are attempting to have the legislature authorize the appointment of deputy weighmasters, eligibility to be based upon the submission of proper evidence showing the applicant to be fitted for the post; and his certificate of weight to be prima facie evidence of the adequacy of facilities and correctness of weights.

THIRD ARBITRATION COM'ITE AUTHORIZED.

The report of the special com'te to consider the recommendation relative to the provision of a third arbitration com'te was read by Elmer Hutchinson, of Arlington, Ind. The com'te recommended that Item 3 of Section 6, Article 4, of the constitution be changed to provide for three arbitration com'tes instead of two; and that other necessary changes to conform to the provisions of the new item in the constitution be made.

Upon motion to amend the constitution and the several sections in the bylaws where two arbitration com'tes are mentioned to provide for three such com'tes the change was formally made.

The com'te also recommended Trade Rule No. 37, now temporarily in force by action of the Board of Directors, and providing, in substance, that the war tax on freight shall be paid by the party to the transaction who is properly liable for the freight; and that the rule shall remain in effect so long as the war taxes are effective, be formally adopted by the Ass'n. The rule was adopted.

For the special com'te appointed to consider the president's report A. S. McDonald, Boston, reported that the com'te had considered the same matters as the com'te for which report had been made by Mr. Hutchinson, and, therefore, had nothing to recommend.

J. W. McCord, Columbus, O.: I move that Section 1 of Article 5 of the Constitution be amended to provide for a total of 22 directors instead of 20. The motion was carried.

Sec'y Quinn read a letter from E. T. Custenborder, Sidney, O., chairman of the com'te on Crop Reports, to the effect that the com'te had nothing to report.

For the com'te on Natural Shrinkage Chairman Goemann stated that it had no report to make.

A. L. Scott, Pittsburg, Kan., spoke on the confirmation of telephone and telegraph contracts, with particular reference to essential differences often occurring in the written confirmations covering such contracts and the conception of the trade had by the parties at the time of making the deal. Mr. Scott objected especially

to those cases wherein a confirmation, as furnished in writing by one party, contains one or many clauses making material provisions that were not thought of or discussed in the wires or conversations at the time the trade was made.

After considerable discussion of this subject, during which time the Ass'n's uniform contract was read and considered, it was moved by Mr. Scott that the special com'te appointed at a previous session to consider the sec'y's report be instructed to take the matter of contracts under consideration and to bring in a suggested trade rule designed to cure the evil of the failure of written confirmations to reflect properly the agreements in the deal which they cover. This motion failed to secure a second.

Reference was made by Mr. Riley, and others, to the portion of the letter from Mr. Brandeis, read earlier in the session, to Mr. Stream's suggestion that the Food Administration draw up a uniform contract for use by the trade, and after still further discussion it was moved by John S. Green, of Louisville, that the matter be referred to the Advisory Com'te, with full power to act, and with instructions to take it up with the Food Administration at the next conference with representatives of that body. The motion was carried.

Adjourned to 9:30 Wednesday.

The Banquet.

An informal dinner was tendered the delegates by the Chamber of Commerce in the Schlitz Palm Garden Tuesday evening. Herman W. Ladish, pres. of the Chamber of Commerce, acted as Toastmaster, and after the banquet proper he introduced the principal speaker of the evening, Hon. F. B. Carvell, Minister of Public Works in the Cabinet of the Dominion of Canada.

Mr. Carvell outlined the things which Canada has done since her entry into the war in the first week of August, 1914, and said that, in spite of their sufferings, the people of Canada are just as determined to fight to a successful conclusion as they were four years ago.

The speaker also reviewed the war activities of the various allies, taking up the United States last in order. He placed as of great, if not of first importance in our accomplishments, the production of 900,000,000 bus. of wheat, and said: "I do not say we could not have won without your assistance, but I have not the slightest hesitation in saying your assistance has made victory absolutely certain."

The end, he said, will come only when the enemy is defeated, and he expressed satisfaction with the answers which have been given to Austria in reply to her recent bid for peace. First he mentioned those sixty-eight words of President Wilson, then the answers given in the past two weeks on the Eastern and Western fronts, and said that she will receive another reply when the Fourth Liberty Loan is launched Saturday, Sept. 28.

Following the address by Mr. Carvell two ears of corn were auctioned for the benefit of the Red Cross. A complete account of this will be found elsewhere in this issue.

In the patriotic address of W. A. Hayes, of Milwaukee, the history of wheat was reviewed by the speaker, who stated that he had given considerable attention to a study of the subject; and his subsequent remarks were devoted to an exposition of the steady progress of



Left to right: H. A. Wilmer, P. R. Kalman and N. M. Leach, all of New Orleans, La.

American institutions from the day, some three hundred years ago, when the first gathering of white men convened on this continent, down to the present time.

The closing announcement of the evening was made by Lee G. Metcalf, of Illiopolis, Ill., a director in the Ass'n, who said that that day the Board of Directors had authorized the investment of

\$5,000 of the Ass'n's funds in bonds of the Fourth Liberty Loan. If by some chance there had remained in the mind of any one present any doubt as to the grain traders' whole hearted support of the Loan, that doubt would have been removed completely by the storm of applause which greeted Mr. Metcalf's statement.

WEDNESDAY MORNING'S SESSION.

When the meeting had been called to order A. E. Reynolds was recognized by Pres. Eikenberry. Mr. Reynolds read excerpts from Milwaukee newspapers relating to his explanation of the previous day of the work of the Legislative and Advisory Com'ites, and said that the construction placed upon his words in the clippings was wholly at variance with the meaning he had desired to convey. From the manner in which Mr. Reynolds' statements were received by the assembled delegates it was evident that they, at least, had understood his meaning as he had wished to have it understood; and not as the published report showed it to have been construed by outsiders.

To clear up certain points brought out in the discussion Tuesday, and about which there seemed to exist some difference of opinion among the dealers, the work of the Advisory Com'ite was again taken up, and the following discussion resulted:

MR. REYNOLDS: I believe it is the opinion of the trade that the Advisory Com'ite set the maximum limits of profits high, and we admit it; but it must be borne in mind that we endeavored to suggest a maximum and not a reasonable profit. Since our suggestion was made we have received additional information, and we have had the benefit of your expressions in this meeting, and personally I would be willing to have the Com'ite reconvened to consider the matter again.

Mr. Wells explained further his statement of the previous day about the licensing of firms doing less than \$100,000 total business in a year, saying that the dealer who sells to one who expects to resell at a profit, whether he handles one carload or many, is a wholesaler and must be licensed. He pointed out, however, that it is not definitely known where the limits will be fixed in applying the percentage determination of profits.

MR. WELLS: I desire to speak to you regarding the Advisory Com'ite responsibility in this matter. We were asked to submit a statement showing net profits during the past 5 years, and did so, or rather most of us did. I regret to say that some terminal markets only adopted flat resolutions. Let us suppose that we are able to bring about the adoption by the Food Administration of a recommendation that is high; but lines drawn by the Food Administration may not be satisfactory to the Trade Com'isn, and the latter may investigate complaints independently. If a complaint is filed against some dealer with the Trade Com'isn, he justifies his action by saying the Food Administration has approved the margin of profit; the Trade Com'isn might ask Mr. Barnes how he arrived at this margin, and when Mr. Barnes answers that it was upon the recommendation of this Advisory Com'ite it puts the matter squarely up to us. Give the com'ite a chance to act fair and square with the Food Administration, and do not place us in a position where the door is likely to be closed against us and further conferences made impossible. In the conferences we have had with the Food Administration we have pointed out things and obtained results in matters that, if we had not been in conference, would have worked great hardships.

MR. CLEMONS: Explaining more fully the matter of profits on individual transactions, let me say that this was discussed by the Com'ite and the Food Administration. I understood that wheat and

coarse grains were to be considered together. The Com'ite arrived at a conclusion that it would be impossible to fix a limit for profits on individual transactions, and Mr. Stream agreed with us. Mr. Barnes said the stabilized price on wheat would control profits on individual transactions in that grain.

A DEALER: Isn't it known to the Com'ite that it is the policy of the Food Administration to fix profits on individual transactions?

MR. CLEMONS: It was the policy; but thru the efforts of the Com'ite this was abandoned.

A DEALER: If they abandon that policy, I do not care if the profit on annual turnover is only 2%, or even 1%.

J. L. KING: What is included in turnover?

MR. WELLS: It is my understanding that the business of commission men, brokers and elevators operating as public storehouses is not included.

MR. REYNOLDS: When our recommendation was not accepted and we were asked to revise it that matter was not gone into as it would have been if the recommendation had met with approval. The recommendations provided for turnover on commercial transactions. It may be said that it is an unsettled question.

MR. CLEMONS: I understand that commission merchants were not to be included because the acceptance by the Grain Corporation of consignments direct to it at a fixed charge practically fixes the profits of other commission men. Our recommendation was based on merchandising business only.

MR. KING: How about men having no storage facilities? There are many who do not handle the grain, but who buy and sell great quantities in carlots.

MR. CLEMONS: That is merchandising. This matter deals only with grain. If you handle coal you must separate the two.

MR. REYNOLDS: Isn't it fair to conclude that "turnover" contemplates ownership at some stage of the transaction?

MR. DORSEY: I don't think it fair to the government or to our business to undertake to separate out business on coal, flour, etc.

MR. CLEMONS: The Food Administration has nothing to do with the coal business, and it must be separated from the grain business. All that is necessary to do is to prorate your expenses. It would be fair to do this on the basis of volume, in dollars, of each commodity handled.

MR. REYNOLDS: It might come about that if all were conducted as one business we would have to handle the grain business at less than nothing.

A. L. SCOTT: President Wilson has explained the meaning of a just price quite clearly. If our Com'ite ever gets away from the principle there laid down we are lost. The Com'ite has had net profits in mind, and that is well, and we do not need fear that any grain dealer will attempt to make an unjust net profit; and we must not forget that we will have both profits and losses on individual transactions, and that the losses will offset some of the profits.

The report of the Arbitration Appeals Com'ite was read by Chairman H. T. Burns. The report follows:

Report of Arbitration Appeals Com'ite.

As chairman of the Arbitration Appeals Com'ite, in making my annual report I wish first to tender my thanks to the

sec'y of this Ass'n and to each member of the com'ite, all of whom have co-operated with me to the fullest extent.

The Arbitration Appeals Com'ite has passed upon and decided five cases since the last convention. There remain in the hands of Com'ite for decision six cases, all of which have so far progressed that the slate should be cleared within a very short time.

This Com'ite has no specific suggestions or recommendations to make as regards changes in rules or methods.

The Com'ite, however, feels that they should recommend to the trade that they should not submit their differences to either Arbitration or Appeals Com'ite without first giving them the fullest consideration and exhausting all efforts to come to an amicable settlement. The Appeals Com'ite has had to decide some cases which should never have been appealed; that is to say, the cases were so clear that there was no possible chance of a reversal by the Appeals Com'ite of the decision of the Arbitration Com'ite.

Arbitration and Appeal cases necessarily consume considerable time, and frequently, for this and other reasons, lead to friction, which it is always desirable to avoid. The longer a sore remains open, the more difficult it is to heal it. An amicable settlement brings about the desired result without unpleasantness, and paves the way to a resumption of business without delay.

An arbitration or an appeal always causes more or less trouble, expense, delay, and, it is needless to say, at least one disappointed contestant.

Arbitration Com'ite No. 1 was called upon to report, and in the absence of Chairman C. D. Sturtevant Sec'y Quinn read a letter from Mr. Sturtevant saying the com'ite had handled nothing but routine matters and had no report to make.

Mr. Sturtevant had prepared the following report, which, altho not read, was placed in the record.

Report of Arbitration Com'ite No. 1.

The death of Mr. Niswonger, former chairman, on May 3rd, following his long prior illness, left an accumulation of cases which we have been endeavoring to clear



Director S. W. Wilder, Cedar Rapids, Ia.

up since that time. About one-half of the cases submitted have been decided by correspondence, the papers first being passed upon by the chairman and then forwarded, with memorandum of his decision, to the other two members. The decisions reached by correspondence have been unanimous and no differences of opinion have arisen between the members of the com'te on any points involved in these cases. We have, since May 15th, decided eight cases by this method.

Three of the cases submitted to us have presented questions upon which the members have shown some difference of opinion and these cases are now being held pending a meeting of the Com'te, which will be held as soon as possible after the convention.

We also have before us papers on five cases which have been referred to the Com'te recently and which are now in the process of being passed from one member to the other for decision and if no differences of opinion arise, decisions on these cases will be promptly handed down.

I wish to call the attention of members to the fact that in the great majority of cases differences submitted for arbitration arise over the time of shipment.

I respectfully suggest that members be urged to use great precaution in making contracts to determine exactly the time of shipment, and if the seller anticipates trouble by reason of embargoes, car shortages, or other unavoidable delays, the proper clause be included in the original contract covering such questions.

For Arbitration Com'te No. 2 Chairman Elmer Hutchinson, Arlington, Ind., read the following report:

Report of Arbitration Committee Number Two.

During the current year this Committee has held six meetings and has considered twenty-eight cases aggregating a total amount in claims of \$31,524.63, and the Committee, the personnel of which represents different interests, has in all cases voted unanimously in each of the decisions rendered, as follows:

15 cases in favor of plaintiffs, total sum	\$11,427.61
3 cases in favor of defendants, total sum	3,271.78
Claims reduced in amount in our findings, total sum	4,816.00
2 cases dismissed, total sum	6,788.73
1 case in process of settlement	3,060.51
1 case compromised in oral hearing, less than claimed	2,160.00

28 cases

28 cases	\$31,524.63
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One of the above cases was an appeal from a state ass'n, in which our Commit-

tee sustained the decision of the state ass'n.

In the one case that was compromised at the oral hearing, the Committee feels that we accomplished a very great service to two honored members of our Ass'n, for the reason that at the beginning of the hearing it was evident to us that each party was suspicious of the integrity of the other and mutual confidence was entirely lacking, but, as the hearing proceeded and explanations were made, both parties being broad minded business men, they were brought to see the other's view point. A compromise was readily effected and a pledge from each of further business relations between them.

One of the cases that was dismissed was because of the expulsion of one of the litigants from our Ass'n, and the other by the refusal of the plaintiff to expunge from his records some very obnoxious language seriously reflecting upon the integrity of some of the officers of our Ass'n.

In this respect the Committee feels that its duty to the Ass'n compels it to call attention to the fact that in its capacity of Arbitration Committee it is entitled to all of the deference and respect due a court of justice and that litigants should approach the preparation of their pleadings with this thought in mind.

There have been certain disrespectful suggestions in several cases and your Committee has not hesitated to return the papers to the offending party, demanding proper correction. Most of the cases considered by this Committee have been above criticism of any kind and the members have been pleased to note the fair-minded way in which these pleadings have been prepared.

The chairman has submitted each case to the members for their consideration several days in advance of the meeting, giving them the opportunity to consider the evidence and pleadings in the quiet of their homes, so that when the Committee came together they were familiar with the merits of the case.

Three particular things we would wish especially to call to the attention of our members, from our experience the past year are:

1st. The oft repeated request of the Arbitration Committees that each and every member of the Ass'n familiarize himself with our Trade Rules.

2nd. That the broker fills a very important and necessary place in the general scheme of handling the immense crops of this country, and, while it is a well recognized law that he is a limited agent, we would caution our members, who make use of a broker in their business transactions, to carefully consider just how far the broker can go before the principal is released from the broker's acts.

3rd. To check carefully all of the con-

firmations as soon as received and see that they say just what you expect to fulfill in the trade or have changes made at once before disagreements occur.

In conclusion, let us ask future litigants who use the time of the following Arbitration Committees to make their pleadings as brief as possible, only bringing out the prominent facts that relate to the proper adjudication of the case, but to be careful to attach the proper evidence to substantiate all claims made. In these times of stress when every patriotic man is usually overwhelmed with local war work, not considering the additional burden of getting out his many reports, it is sometimes tedious to read over the many repetitions of the same phases of the evidence as brought out by some litigants, especially when their cases are prepared by attorneys.

A. L. Scott, Pittsburg, Kan.: Do I understand that the com'te meets and considers the evidence in a case before making a decision?

Mr. Hutchinson: Yes. This was done in all except one case, I think, and in this the facts were so clear that I wrote out a decision, and sent it to the other members of the com'te for approval and signatures.

The report of the Com'te on Demurrage was read by Chairman Frank A. Coles, Middletown, Conn. The report follows:

Report of Com'te on Demurrage.

Owing to the extraordinary conditions arising from the war your com'te has not been called upon to do any service during the past year.

Altho the demurrage charges have been increased during the year, we think there has been a disposition on the part of all dealers to submit to the advances and to do all in their power to release cars as quickly as possible that they might be the sooner employed in moving more freight.

The eastern section of the country, and particularly New England, suffered from the worst congestion of grain and feed from about the first of April until almost the first of July that has been known in the history of the trade. At this time thousands of dollars in demurrage were paid and in most every instance the congestion was absolutely beyond the control of the dealer. Cars which had been in transit for not over 2 weeks arrived with cars which had been in transit for 3 or 4 months. Even with these conditions dealers without exception did all within their power to release cars.

Reciprocal Demurrage: It may be look-

Some of the Grain Inspectors at Milwaukee.



Front row, left to right: Geo. B. Powell, Omaha, Neb.; G. H. Tunell, St. Paul, Minn.; Seth Catlin, Boston, Mass.; E. H. Culver, Toledo, O.; C. F. Maxfield, St. Paul, Minn.; P. D. Connors, Buffalo, N. Y.

Rear row, left to right: A. A. Breed, Milwaukee, Wis.; Paul Larson, Sioux City, Ia.; W. S. Powell, Cairo, Ill.; Frank P. Tompkins, Peoria, Ill.; S. A. Holder, Indianapolis, Ind.; E. L. Betton, Kansas City, Mo.; Lee D. Irving, Louisville, Ky.; P. J. Sweeney, Tacoma, Wash.

ing into the future too far, and certainly it is not workable at this time, but the time should come when the railroads will have a reasonable schedule of movement of freight to which they must work and then "demurrage" will mean not only the payment of money by the receiver whose receipts are often "bunched," but will be money that will be paid by the railroad for failure to move the freight between certain points within specified time.

Obviously it is a travesty on justice for a railroad to take 4 months to move a car from Chicago to Boston and then to cry car shortage immediately upon the arrival of the car and to impose a charge for failure to unload the car within 48 hours. "Reciprocal demurrage" will then be reciprocal in fact as well as in name and the dealer will be able to plan his business with reasonable assurance that freight will move within a specified time.

It is impossible to attempt any constructive work along these lines at this time, but when the war is over the shippers and receivers should get together and formulate along equitable lines some plan which should be enacted into legislation that will enable dealers to plan their business intelligently and incidentally that will minimize the car shortage, which in our opinion is due more to the slow movement of freight than to the failure to unload cars quickly.

Sec'y Quinn read the report of the Hay and Grain Joint Com'te for Chairman W. I. Biles, of Saginaw, Mich, which follows:

Report of Hay and Grain Com'te.

The crop of hay, so far as I am able to learn, is considerably short of a normal crop, thruout the central hay raising districts at least. Hay which has been grown this year is of very good quality and will run largely to mixed hay, a very small percentage of the crop will be timothy, quite a large percentage will be timothy and clover mixed, and a small percentage clear clover.

It looks as if hay would command a good price. Our government will be a very large purchaser of hay, in fact, one of our best customers, and I think that the hay shippers in general are lending their efforts toward supplying the government hay for its requirements.

F. E. Watkins, of Cleveland, O., chairman of the Com'te on Uniform Grades, made the following report for that com'te.

Uniform Grades.

The activities of your Committee on Uniform Grades for the past year have taken the form of attendance at hearings held by the Bureau of Markets of the Department of Agriculture relative to wheat and corn grades. For the most part, expressions of opinion, coming to the attention of the committee, from members of the Ass'n, regarding the operation and supervision of the grades, have been favorable, altho inevitable criticism of a system not yet perfected appeared occasionally.

CORN. A series of hearings held in November and December of last year brought out a few suggestions from the trade, which were largely incorporated in the revised grades for corn issued effective July 15th. The principal change consisted of specified test weights on Nos. 3-4-5-6 grades. On the whole, the corn grades were reported as satisfactory up to that time. However, the corn crop of the past year has proven that even a good system of grades will not overcome all the difficulties surrounding the inspection of a crop of extremely low quality.

WHEAT: At the same hearings, wheat grades came in for some discussion, and it was assumed that they were fairly satisfactory to the trade, except for moisture tests on Red Winter, and the classifying of smutty wheat under the name of "Soft Wheat," which led to considerable confusion and misunderstandings in Winter Wheat sections. Therefore the trade read, with feelings akin to amazement (tempered, it is true, by the suggestion that it was a war measure) the tentative wheat grades offered as a basis for discussion at a series of hearings held the latter part of March at various points throughout the country. If the Department offered these tentative grades in order to get the reaction of the trade, that purpose was fully accomplished at the Indianapolis hearing

on March sixteenth, which was well attended by farmers, co-operative managers, country dealers, terminal elevator men, and millers. There was plenty of action and "reaction" and the discussion, as it progressed, seemed to bring out more clearly that such a "letting down of the bars," as the tentative grades represented in some particulars, would be a retrogression from which uniform grades might not recover for years to come. Whatever may have been the cause for offering these grades for discussion, the trade was much relieved to see the more moderate and apparently just and fair change made in the grades as promulgated April 15th. As far as the committee is advised, these grades are proving generally satisfactory in the handling of the present crop.

OATS: Due to the revision of the wheat and corn grades, and the difficulties under which the trade was laboring in the handling of the corn crop, the Department evidently considered it unwise to introduce new grades for oats and add to the confusion. That we may expect the new oats grades in time for the next crop is the best inference which your committee can draw from present advices.

A considerable amount of confusion has occurred, and severe losses (in many instances) have been sustained by members of the trade handling corn during the past winter, due to apparent changes in instructions to inspectors with regard to what constituted damaged corn. As this was the deciding factor in corn grading for the first few months of the new crop year, and as the interpretation of "damage" swung, in some cases almost overnight, from one to two grades, many warehousemen faced losses, ranging from ten to fifteen cents per bushel for each grade, on large amounts of grain already inspected into their houses, which grain apparently could only be inspected "out" under a more rigid interpretation of "damage."

In many cases, these conditions might be chargeable to the lining up of individual inspectors, but in so far as they were the result of rules or regulations issued by the Bureau of Markets, it seems but fair that the ninety days' notice of a change in interpretation of the factors entering into a grade should be given, as is given in the case of a direct change in the wording of a grade, so that the trade might have a reasonable time to stand from under.

This Association, if not the originator, at least the most consistent champion of Uniform Grading, offers the suggestion contained in the previous paragraph to the Bureau for their earnest consideration, and we are sure it will be accepted in the same spirit in which it is offered, viz., a mutual desire to see the best and most just system of grading grain it is humanly possible to obtain.

The attention of this committee has been called to the fact that there are still glaring differences between grades placed on the same cars by inspectors in different markets. The millenium has not yet arrived. The latest change in the organization for the supervision of grades, covered in the appointing of six district supervisors to study this particular matter of divergence of grades between markets, where such divergence is persistent rather than in isolated cases, is certainly a move in the right direction, and with the co-operation of the trade, will produce results.

Mr. Watkins: A matter which we purposely left out of the formal report is that of sampling cars of grain. It is to be desired that the Dep't of Agriculture exercises supervision over the sampling, because it is vital and upon it depends the inspection itself. The Dep't claims it is taking supervision thru the licensed inspectors, but still there is objection.

E. H. Culver, chief inspector, Toledo: We are drawing the best samples we can, but the shipper should load it so we can get proper samples. Loading to within 18 inches of the roof does not allow much room for handling a 56-inch trier. The shipper should mix the grain thoroly in loading so that it will be uniform thruout the car, or nearly so.

Geo. Livingston, Federal Grain Supervisor, Dep't of Agriculture, Washington, D. C., was called upon to speak in the absence of Charles J. Brand, chief of the Bureau of Markets, who was to have ad-

ressed the convention on "Changes in the Wheat Grades." Mr. Livingston talked briefly on general matters in connection with the supervision of inspection, and then read portions of a Service and Regulatory Announcement now in process of issuance giving tentative standards for oats grades. These grades are published elsewhere in this number.

Mr. Livingston said, also, that the Dep't expects to require that on certificates of inspection covering oats the weight per bushel be stated; and to ask the trade whether the grades shall be promulgated and made effective on next years crop or promulgated, but not made effective until a year later, in order that the trade may accustom itself to their use.

H. A. Rumsey: Can we still deal in private brands of oats?

Mr. Livingston: That is dependent upon whether it is a grade, and is a matter upon which the courts have not ruled. The law provides that no grades other than the established grades may be used in transactions in inter state commerce.

G. P. Bissell, Central City, Neb.: I think it unfortunate that the word "Sample" is used, as so much trading is done "on sample."

Mr. Livingston: What would you suggest?

Mr. Bissell: That instead of "Sample" you use "No Grade" or "No Established Grade."

C. B. Riley, Indianapolis, Ind.: I endorse Mr. Bissell's statements. "No Grade" would be better than "Sample."

H. N. Sager, Chicago: I move we endorse the suggestion of the Uniform Grades Com'te relative to the giving of 90 days notice of changes in the application of the rules to the work of inspectors and supervisors, and instruct the sec'y to notify the Dep't of our suggestion. The motion was carried.

As it had done on the previous days, the convention paused for one minute at 12 o'clock, noon, for silent prayer for the success of Our Boys at the front.

As bowed heads looked up, Pres. Eikenberry called upon Lee G. Metcalf, who paid an earnest tribute to the memory of the late Tom G. Moore, of Fort



Director H. I. Baldwin, Decatur, Ill.

Worth, Tex., who at the time of his death was first vice-pres. of the Ass'n, and then upon P. E. Goodrich, who spoke in memory of Thomas Morrisson, late of Kokomo, Ind., and a zealous worker in Ass'n affairs from its organization, and a director at the time of his death.

On account of the lateness of the hour C. B. Riley, to whom had been delegated the reading of an address prepared by Carl W. Sims, assistant federal food administrator for Indiana, stated that he would read only a portion of Mr. Sims closing words.

Sec'y Quinn reviewed the Booster Campaign that was conducted during a part of the convention year, and the prizes awarded were displayed, and given to those winners who were present. The winners were:

First prize, H. E. Botsford, Detroit, Mich., a diamond scarf pin; 2nd prize, A. S. McDonald, Boston, a set of diamond cuff buttons; 3rd prize, Tausend & Maloney, Grand Rapids, Mich., a set of diamond cuff buttons; 4th prize, Allen Early, Amarillo, Tex., a diamond scarf pin; 5th prize, J. H. Beusse, Athens, Ga., a set of diamond cuff buttons.

A letter from Sec'y R. J. Patterson, sec'y of the Pacific Northwest Grain Dealers Ass'n, was read. This advised that the Ass'n had acted to affiliate with the Grain Dealers National Ass'n, and made application for affiliation. The Pacific Northwest Grain Dealers Ass'n was organized Sept. 9, 1917; has 40 members; and covers the states of Oregon, Washington and the northern section of Idaho.

Upon motion by A. L. Scott the Pacific Northwest Grain Dealers Ass'n was elected to affiliated membership.

The report of the auditing com'ite approving the accounts of the Secy-Treas. was read by Chairman James L. King and adopted.

John S. Green, of Louisville, chairman of the Com'ite on Resolutions, read the report of that com'ite and the following resolutions were adopted:

Resolutions.

Advisory Committee.

WHEREAS: The United States Food Administration has extended to the grain trade the privilege of appointing an Advisory Committee to confer with the Grain Corporation in formulating and promulgating the regulations relating to the handling and distribution of grain as provided by the Food Control Act, and that such committee having been appointed by the organizations representing the different branches of the Grain Trade, which committee composed of 12 members has accordingly participated in such conferences with the Grain Corporation at various times since appointed;

RESOLVED: That the grain trade here assembled express its sincere appreciation of the courtesy thus extended by the Food Administration to the grain trade and the desire that such committee shall act with a true spirit of patriotism and that all recommendations of the Advisory Committee be based upon the idea of service to our country rather than to obtain conditions favorable to selfish interests and that we have full confidence in the integrity of each member of the committee, and that we hereby pledge them our full support.

Merchant Marine.

WHEREAS: The great activity and colossal effort of the Government made necessary by the war, has resulted in the production of a very large fleet of merchant ships, now wholly used for the transportation of troops and their supplies. And such service will be no longer required after the war, the great opportunity to extend the commerce of this country will have presented itself; therefore, be it

RESOLVED: That we endorse and will encourage by every available means, the

utilization of the fleet of more than three thousand ships with their carrying capacity of more than twenty-five million tons, and that the grain trade of the United States may render competent and effective service along this line, be it

RESOLVED: That a committee of three strong and forceful men be appointed by the President of this Ass'n to be known as a "Committee on Merchant Marine" to investigate conditions and co-operate with other like committees and organizations and be ever ready to confer and co-operate with the United States Shipping Board to the end that this Ass'n and the grain trade of the United States may be helpful after the war as it has ever been faithful and patriotic during the war.

Oppose Reconsigning Charges.

WHEREAS: The railroads are attempting to place upon the people in addition to the heavy advance in freight rates in some cases reaching from 35 to 50% increase on coarse grain in the form of reconsigning charges, are placing cars on hold tracks on their own volition and when requested to place at elevator or mill industries, claim this as a reconsignment, and

WHEREAS: The Transportation Committee of our Ass'n has and is contesting this, which we claim is an unreasonable and unnecessary burden upon the traffic.

RESOLVED: That we commend, endorse and approve the said action on the part of our Transportation Committee in contesting this charge and hereby request the committee to continue the fight, believing the recent heavy advance in freight rates should and will take care of all reasonable service on the part of the carriers.

Save Paper.

WHEREAS: The War Industries Board has brought to our attention the very important matter of the conservation of paper.

RESOLVED: That we heartily and fully endorse the statement and sentiment expressed by the War Industries Board and pledge ourselves individually and as an Ass'n to assist in the accomplishment of the greatest possible saving of paper by the curtailment of our requirements and otherwise.

Mr. Green: I understand reports have been published in the daily press to the effect that we are for peace. Any paper that would say that is either a knave or a fool. The grain trade is in this war until a successful end is reached, and I think it is unnecessary to resolve anything about it. [Applause.]

Election of Officers.

The report of the nominating com'ite was announced by E. M. Wayne, of Delavan, Ill., a member of the com'ite, in the absence of Chairman C. T. Doorty. The following officers and directors were nominated, and upon motion they were unanimously elected:

Pres., P. E. Goodrich, Winchester, Ind.; 1st vice-pres., H. I. Baldwin, Decatur, Ill.; 2nd vice-pres., H. E. Botsford, Detroit, Mich.

Directors: For two-year term: J. W. McCord, Columbus, O.; Elmer Hutchinson, Arlington, Ind.; Victor Dewein, Warrensburg, Ill.; John S. Green, Louisville, Ky.; H. T. Burns, Buffalo, N. Y.; U. F. Clemons, Marshall, Okla.; A. L. Scott, Pittsburg, Kan.; S. W. Wilder, Cedar Rapids, Ia.; W. T. Hale, Jr., Nashville, Tenn.; W. M. Priddy, Wichita Falls, Tex.

For one-year term: T. J. Hubbard, Mt. Pleasant, Mich.; S. C. Armstrong, Seattle, Wash.; Earl Combs, Chicago.

Pres.-elect Goodrich was installed in office, and his first official act was to recognize J. W. McCord, who delivered a short talk on the work of the Ass'n, saying it has only been able to do the things it has accomplished because it has had such competent men to steer its course; and when he had proceeded along these general lines for a time he turned to a personal tribute to retiring president

Eikenberry. Then, having reached the climax of his speech, he took up from the floor a handsome sole leather traveling bag and placed it upon a chair. Opening this bag, he took out, displayed, and then replaced the following articles: an elaborate leather toilet set, completely fitted; a leather document case; and two boxes of cigars.

The traveling bag repacked, he presented it to Mr. Eickenberry with the compliments and best wishes of his friends.

Mr. Eikenberry delivered an address of appreciation, in which he thanked the members of the Ass'n for their co-operation and helpfulness during his two years in office, and asked them that they show the same consideration to Pres. Goodrich.

Adjourned *sine die*.

Convention Notes.

Bert Boyd was ready at any time to prove his ability as a Chinese interpreter.

The Richardson Scale Co. distributed a 4-page folder in which the leakage of grain in transit was thoroughly discussed.

An attractive 40-page book entitled "Milwaukee's Century of Progress" was presented by the Milwaukee Ass'n of Commerce.

A semi-automatic scale designed by C. E. Bird & Co. in continuous operation was exhibited in the lobby of Hotel Wisconsin and attracted much attention.

Continuous market quotations were furnished by Lamson Bros. & Co. over their private wire, and were posted on a blackboard in Room 150, near the convention hall.

A model of the Richardson Oats Separator was exhibited by the Richardson Grain Separator Co. in Room 151 just off Convention Hall where C. T. Thorbus and A. M. Nelson explained the work of the machine.

The official badge, with Old Glory in miniature prominently displayed and the Wisconsin Badger surmounting the metallic frame which provided space for the guests name, was particularly appropriate.

Monday evening was devoted to a theatre party at the Davidson Theatre at which the dealers and their ladies were the guests of the Milwaukee Chamber of Commerce. The play was Friendly



Director J. W. McCord,
Columbus, O.

Enemies, that stirring portrayal of comedy, pathos and patriotism that has earned the approval of all who have seen it.

One who walked down the street bent upon reaching the intersection of Milwaukee and Michigan streets stopped to ask a newsboy "how much farther." The newsie spotted the badge before a word was said and, "Chamber of Commerce?" he asked. Evidently he had learned that most of those who wore that badge were looking for the C. of C.

A non-chokable leg designed to eliminate most of the fire hazards of the grain elevator legs was shipped to Milwaukee by the Mutual Fire Prevention Bureau in what was thought to be ample time for its arrival and assembling, but Wm. Reed, Manager of the Bureau, finally departed in disgust at the poor service rendered by the express companies. Some simple ideas are said to be incorporated in this model leg which can be used by dealers everywhere who are anxious to reduce the fire hazards of their elevators.

The Updike Grain Co. kept open house at the Hotel Pfister throughout the Convention. The Club Room of the hotel was reserved for the company and its guests. Good dance music and beautiful girls were provided for the entertainment of the guests afternoon and evening; a sumptuous luncheon, cigars and refreshments of all kinds were provided without limit to all comers. Joy M. Hackler, General Manager of the Updike Grain Company at Milwaukee, was in attendance continuously and looked after all comers in a way that spread the mantle of his first name over everyone.

Souvenirs given out included flash lights and tooth picks by J. F. Zahm & Co., Toledo; match boxes by the Cleveland Grains Drying Co.; horse shoe puzzles, moving pictures of Hitting the Hun, and "the last of the dog" by the Bert A. Boyd Grain Co., Indianapolis; rulers by Henry Lichtig & Co., Kansas City; nail files by the Belt Elvtr. & Feed Co., Indianapolis; combined calendars and memorandum pads by the Richardson Scale Co.; trading ledgers by E. W. Wagner & Co., Chicago; pencils by T. A. Grier & Co., of Peoria, Ill., and the Seed Trade Reporting Bureau; letter openers by the Fulton Bag & Cotton Mills.

Representatives of twelve firms, composing a private crop reporting bureau were tendered a luncheon the first day, the ducks having been shot by a member of R. E. Jones & Co. and the balance of the dinner furnished by the St. John Grain Co. The firms composing this bureau are: St. John Grain Co., Worthington, Minn.; G. W. Cole Grn. Co., Peoria, Ill.; Derby Grain Co., Topeka, Kan.; T. B. Hord Grn. Co., Central City, Nebr.; Bossemeyer Bros., Superior, Nebr.; Crabbs Reynolds Taylor Grn. Co., Crawfordsville, Ind.; Central Iowa Grn. Co., Des Moines, Ia.; R. E. Jones & Co., Wabasha, Minn.; McCrary Grain Co., Kentland, Ind.; Quinn Shepherdson Co., Sioux Falls, S. D.; DeWolf Grain Co., Spencer, Ia.; Gilchrist & Co., McGregor, Ia.

The annual meeting of the Chief Grain Inspectors Ass'n was held during the convention and the following officers were re-elected for the ensuing year: Pres., E. H. Culver, Toledo; vice-pres., S. D. Thomas, Baltimore, Md.; sec'y, F. B. Tompkins, Peoria.

Again Wallace M. Bell, chairman of the Executive Com'te in charge of the convention arrangements for the Mil-

waukee Chamber of Commerce, has proven his ability to handle the work in a manner satisfactory to his organization, but to the delight of its guests. Mr. Bell served in a similar capacity when the Ass'n held its convention in Milwaukee in 1914.

To H. A. Plumb, sec'y of the Chamber of Commerce, and A. W. Friese is due much of the credit for keeping the time of the delegates and their ladies fully occupied. They were untiring in their efforts to have something doing all the time, and to show to the guests that Milwaukee meant what its mayor said in his address of welcome, that the city belonged to the grain dealers during their stay.

Exchange sec'ys present were E. D. Bigelow, sec'y Board of Trade, Kansas City; John R. Loifgren, sec'y Board of Trade, Peoria, Ill.; Fred E. Pond, sec'y Corn Exchange, Buffalo; Eugene Smith, sec'y Merchants Exchange, St. Louis; F. P. Manchester, sec'y Board of Trade, Omaha.

Insurance representatives present were C. A. McCotter, sec'y, and E. A. Wiley, auditor, Grain Dealers Fire Ins. Co., Indianapolis; J. F. Caldwell, general agt., Millers National Insurance Co., Chicago; Wm. Reed, Sec'y, and Wm. Spokes, of the Mutual Fire Prevention Buro, Oxford, Mich.

Elevator builders, machinery and supply companies' representatives were C. E. Bird, of C. E. Bird & Co., Minneapolis; M. M. Bosworth, Memphis, Tenn.; R. J. S. Carter, of the Strong-Scott Mfg. Co., Minneapolis; B. E. Means, representing the White Star Co., Wichita, Kan.; G. M. Gardner, Chicago; Faie A. Hurd, ass't sec'y Union Iron Works, Decatur; William H. Kent, of the Weller Mfg. Co., Chicago; C. T. Thorbus and A. M. Nelson, of the Richardson Grain Separator Co., Minneapolis; N. C. Webster, H. S. Matson, J. J. Rogers, and W. P. Buchan, of the Richardson Scale Co.; L. M. Smith, Chicago; Harry R. Wait, of the Monarch Engineering Co., Buffalo; William Watson, representing the S. Howes Co., Silver Creek, N. Y.; H. A. Wilmer, New Orleans.

The U. S. Dep't of Agriculture was represented by E. G. Boerner, Geo. Livingston and O. F. Phillips, all of the Bureau of Markets.

Representatives of the weighing dep'ts of the various exchanges who came were A. Edw. Kahler, Baltimore; Geo. B. Powell, Omaha; John Dower, St. Louis; J. A. Schmitz, H. A. Foss and C. F. Hawkinson, Chicago; P. P. Quist, Minneapolis; P. D. Connors, Buffalo; W. S. Powell, Cairo, Ill.; S. A. Holder, Indianapolis.

Among the Dealers Present.

M. E. Coffey came from Watertown, S. D. W. W. Pollock, of Mexico, was the only Missouri shipper who came.

From North Carolina came C. V. Singleton, of Henderson.

Virginia was represented by J. H. Cofer, Norfolk.

C. Hinn, of Plainview, was the only Texas shipper present.

John B. Yeager, of Wilkes-Barre, was the only Pennsylvania shipper present.

Minnesota shippers who came were J. H. Isensee, Lake City; and J. M. Hall, Marcellon.

Nebraska shippers present were Geo. P. Bissell, Central City; A. C. Holmquist, Oakland; and J. M. Rankin, Cambridge.

Kentucky dealers present were John S. Green, Louisville; and H. E. O'Bryan, Owensboro.

To represent Georgia there was J. H.

Beusse, Athens; Dan Joseph, Columbus; and E. H. Younkin, Athens.

Kansas shippers present were J. B. McClure, Hutchinson; and A. L. Scott, Pittsburg.

From New England came Frank Coles, Middletown, Conn.; W. L. Hopkins, Greenfield, N. H.; C. W. Reed, Brattleboro, Vt.; William B. Aide, Portland, Me.

Oklahoma shippers in attendance were E. S. Bouldin, Pryor; F. L. Kroutil, Yukon; G. W. Johnston, Enid; W. M. Rands, Enid; Fritz Straughn, Oklahoma City; U. F. Clemons, Marshall; Geo. F. Milbourn, Fairland.

Wisconsin shippers in attendance were H. A. Allhiser, Collins; J. P. Bousman, Depere; L. H. Engle, Brandon; J. M. Hull, Markesan; F. O. Iverson, New Holstein; T. E. Lee, Westby; C. Luebster, Boyd; C. Nemmeder, Waupin; Geo. H. Wilcox, Wauwatosa.

Michigan men who came were J. M. Coup, Saginaw; R. G. Hunt, Battle Creek; T. J. Hubbard, Mt. Pleasant; H. I. McMillan, Conklin; Floyd T. Mitchell, Weidman; Wm. Rowe, Grand Rapids; Albert L. Riedel, Port Huron; Louis A. Riedel, Menden City; Geo. Smith, Lake Odessa; Jos. J. Wickens, Grand Rapids.

Ohio dealers present were Earl C. Bear, Hicksville; N. G. Bennett, McComb; R. G. Calvert, Selma; O. W. Cook, Columbus; H. G. Dehring, Curtice; C. M. Eikenberry, Hamilton; Henry L. Goemann, Mansfield; L. E. Hiegel, Leipsic; D. W. Jay, St. Marys; J. W. McCord, sec'y Ohio Grain Dealers Ass'n, Columbus; C. A. Powers, Genoa; J. A. Rupp, Elmira; S. L. Rice, Metamora; R. F. Turner, Avery.

Illinois shippers present were Victor Develin, Warrensburg; W. E. Culbertson, sec'y Illinois Ass'n, Delavan; John H. Lloyd, Springfield; D. M. McKenzie, Redkey; E. E. Schultz, Beardstown; E. E. Woodard, Fairdale; H. A. Hillmer, Freeport; F. H. Diebel, East St. Louis; L. H. Blankenbaker, Sidney; B. S. Williams, Sheffield; Charles R. Mitchell, Ashmore; U. J. Sinclair, Ashland; H. I. Baldwin, Decatur; E. M. Wayne, Delavan; B. P. Hill, Freeport; Lee G. Metcalf, Illinois; S. L. Rice, Metamora; J. H. McCune, Ipava; Wm. Murray, Champaign; F. E. Davis, Mahomet; J. P. Sledge, Champaign; C. Rees, Bradford; J. W. Hatten, La Salle; John H. Shehan, Dunlap; Ernest E. Cast, Fairmount.

Indiana shippers present were J. J. Batchelor, Sharpville; T. C. Crabbs and E. A. Reynolds, of Crawfordsville, and Bennett Taylor, of LaFayette, of the Crabbs, Reynolds, Taylor Grain Co.; L. S. Conarroe, Frankfort; W. B. Foresman, LaFayette; Wm. H. Frank, Frankfort; P. E. Goodrich, Winchester; A. E. Hartley, LaFayette; Elmer Hutchinson, Arlington; S. A. Miller, Mulberry; C. S. Miller, El-



E. C. Eikenberry, Camden, O.
Retiring President.

wood; John H. Morrow, Wabash; Wm. Nading, Shelbyville; J. O. Pape, Fowler; J. E. Richards, Shelbyville; Albert Reep, Medaryville; C. B. Riley, sec'y Indiana Grain Dealers Ass'n, Indianapolis; W. F. Starz, Fowler; A. D. Shirley, Lebanon; R. N. Stall, Thornton; J. W. Sale, Bluffton; F. Strange, Frankfort; R. S. Stall, Thornton; W. N. Suckow, Franklin; Bennet Taylor, LaFayette.

Iowa shippers were present in force, among them being the following: Wm.

Albright, Lewis; Wm. Axelsen, Humboldt; F. G. Bell, McGregor; A. Brackney, Clemmons; R. W. Black, Cedar Rapids; Harry Bartz, Des Moines; Clark Brown, Des Moines; C. H. Casebeer, Des Moines; C. A. Davis, Cedar Rapids; M. E. De Wolf, Spencer; Chas. Dinsmore, Nora Springs; A. M. Ebert, Sibley; P. R. Frazier, Morrison; C. C. Flanley, Sioux City; Wm. Gacke, Sibley; L. W. Gifford, Cedar Rapids; E. M. Galbraith, Sac City; P. J. Guthrie, Elkhart; C. C. Green, Whittemore; M. O. Hocum, Klemme; J. H. Holliday, Davenport; E. A. Howe, Webb; Wm. Harter, Sioux City; H. Henderson, Ocheyedan; C. A. Jenks, Bouton; A. Jacobson, Gilbert; P. Kilmartin, Malvern; H. W. Kester, Lovilia; M. King, Sioux City; W. F. Lau, Klemme; W. F. Morgan, Des Moines; E. W. Miller, Guthrie Center; O. P. McDonald, Burt; D. J. Peters, Wellsburg; Fred. Pietersen, Ringsted; F. F. Ruge, Everly; James A. Reid, Hobarton; G. O. Strom, L. E. Thunhorst, Craig; Fred E. Trainer, Ackley; E. A. Utang, Westgate; S. W. Wilder, Cedar Rapids; Geo. A. Wells, sec'y Western Grain Dealers Ass'n, Des Moines.

From the Markets.

Representing Denver was John L. Barr. J. A. A. Geidel represented Pittsburgh, Pa.

From St. Joseph, Mo., came Chas. A. Geiger, of the Geiger Grain Co.

From Fort Worth came E. M. Rogers; and B. K. Smith, of Smith Bros. Grain Co.

J. A. Daugherty and D. C. Jones, of Nashville, Tenn., were there.

Cairo, Ill., sent W. L. Duncan, of the Samuel Hastings Co.

New Orleans receivers in attendance were R. J. Barr; and N. M. Leach.

Memphis brokers in attendance were Walter M. Browne and C. G. Robinson.

James L. King; R. Morris; and D. J. Sullivan were there from Philadelphia.

Cincinnati sent Vinton Perin, of Perin Brothers; Max Blumenthal; and H. M. Brouse, of the Brouse-Skidmore Grain Co.

Detroit dealers were: H. E. Botsford; F. G. Emmons; J. A. Jossman; W. G. Lichtenberg; and C. M. Martin.

Omaha representatives were E. E. Huntley; J. A. Linderholms, H. K. Schafer; N. B. Updike; J. W. Holmquist.

From Cleveland came Chas. G. Clark, of Shepard Clark & Co.; C. Schmitt; and F. E. Watkins.

Duluth receivers were represented by E. M. White, of White Grain Co.; and M. L. Jenks.

Little Rock, Ark., was represented by C. M. Burrow; Guy Cameron; and Guy Williams.

St. Louis sent F. H. Beibel; Alex C. Harsh, of Elmore-Schultz Grain Co.; C. L. Niemeier; T. M. Scott, of Picker & Beardsley Commission Co.; C. L. Wright.

Baltimore receivers were represented by H. E. Elgert, of J. A. Manger & Co.; G. A. Hax, of G. A. Hax & Co.; Henry E. Wack, of Henry E. Wack & Co.; and J. H. Edward.

Atchison receivers were represented by C. H. Blanke, of the Blair Elvtr. Co.; W. S. Washer, of the S. R. Washer Grain Co.; and C. L. Weekes, of the Chester L. Weekes Co.

New York receivers were represented by J. H. Bowne; J. W. Danforth; L. W. Forbell, of L. W. Forbell & Co.; B. V. McKinney; Chas. A. Robinson; Charles C. Ramey; and Chas. Costenbader.

Toledo receivers present were Fred Mayer, Jos. A. Streicher, and Wm. W. Cummings, of J. F. Zahm & Co.; C. Breyman; G. R. Forrester; E. G. Kibiertz; Joe Doering, of Southworth & Co.; J. W. Young.

The Boston delegation included Seth Catlin, Sr.; Seth Catlin, Jr.; Charles Rache; J. F. Hammers; Horace Cook; Lyman G. Smith; C. L. Williams; E. F. Clapham; Rodney J. Hardy; A. S. McDonald; Charles Bond; E. J. Donahue; M. D. Benzaquin; and Wm. Avery.

Peoria representatives were A. W. Harwood, of Harwood-Young Co.; E. Molnar; G. C. McFadden, of G. C. McFadden & Co.; B. E. Miles, of the Warren Commission Co.; W. S. Miles, of P. B. & C. C. Miles; Louis Mueller, of the Mueller Grain Co.; J. A. Waring, of T. A. Grier & Co.; A. G. Zaney; and H. F. Cozey.

Indianapolis receivers were represented by A. B. Olmore; Bert A. Boyd; P. M. Gale; Lew Hill, of the Belt Elvtr. & Feed Co.; Wm. C. Hayward, of the Hayward-Rich Grain Co.; J. W. Jordan; Charles H. McEwan; C. D. Menzie; A. C. Phelps; and Mr. Urmost, of the Urmost Grain Co.; E. K. Sheppard.

Minneapolis receivers present were W. K. Algire; Guy Blanchard and Le Roy D. Godfrey, of the Godfrey-Blanchard Co.; E. W. Dittes, of Randall, Gee & Mitchell Co.; J. A. Gould; W. M. Kellogg; C. C. Lewis, of Gee-Lewis Grain Co.; W. E. Mereness; H. D. McCord; H. F. McCarthy; M. E. Scroggins, of Scroggins-McCarthy Co.

Kansas City receivers' representatives were Cort Addison and Robt. T. Lanphere, of the Addison-Benton Grain Co.; Geo. A. Aylsworth, of the Aylsworth Grain Co.; F. M. Corbin; Wm. G. Dilts, Jr.; F. L. Ferguson, of the Root Grain Co.; Fred B. Godfrey, of Simonds-Shields-Lonsdale Grain Co.; J. F. McElvain; E. H. Sullivan; C. M. Woodward.

Buffalo receivers were represented by Harry T. Burns, of The Burns Grain Co.; Charles R. Bond; Milton Crowe, of the Urmost Grain Co.; Nesbit Grammar; H. C. Harrison, of the Buffalo Grain Co.; W. J. Heinold; Jas. G. McKillen, with Dudley M. Irwin; M. M. Nowak; H. C. Shaw; T. H. Jenkins and Howard J. Smith, of the Smith-Jenkins Grain Corporation; E. Thomas, of Whitney & Gibson.

Chicago receivers were represented by L. P. Arnot; Jas. H. Barrett and L. F. Gates, of Lamson Bros. & Co.; W. M. Browning; Tom Berryman; W. W. Christie; H. S. Carroll; R. W. Carder, of Hitch & Carder; R. D. Clasbey; Gardiner B. Van Ness; Chas. Douglas, of E. W. Bailey & Co.; Minthorne M. Day and Harry F. Todd, of Simons, Day & Co.; H. R. Emerson; J. J. Fones, of E. W. Wagner & Co.; Burton L. Figeley, of Hulburd, Warren & Chandler; Geo. S. Greene, of the Illinois Seed Co.; J. P. Griffin; A. Gerstenberg and J. Decourcy, of Gerstenberg & Co.; Wm. Hirschy; A. W. Klappenbach; A. Kempner; Nat Lederer; Howard Lipsey; J. C. Murray, of the Quaker Oats Co.; H. H. Newell; William H. Noyes; W. H. Perrine, of W. H. Perrine & Co.; J. Ralph Pickell, of the J. Rosenbaum Grain Co.; E. E. Rice; H. A. Rumsey, of Rumsey & Co.; J. W. Radford; Charles Rockwell; George L. Stebbins, of the Sowers Grain Co.; H. D. Richeson and E. A. James, of the Armour Grain Co.; A. E. Schuyler; H. N. Sager, of J. H. Dole & Co.; Harry G. Smith; Clarence H. Thayer, of C. H. Thayer & Co.; E. B. Timberlake, of Bridge & Leonard; M. L. Vehon; and O. Waitzmann, of Rosenbaum Bros.

NEBRASKA CITY, NEB.—Farmers will gather corn from fields early this year so as to use the fields for pasture and roughage for stock.—Bartling Grain Co.

It HAS BEEN suggested by a superintendent of freight claims of one of the Michigan railroads, that as considerable trouble is experienced with cars of hay arriving at destination with contents shifted against the doors, which causes more or less damage in opening the doors and a consequent delay in the equipment for repairs, that hay loaders place a few boards across doorways after cars are loaded. This would prevent the blocking of doors and avoid unnecessary work, delay and expense. We think the suggestion a good one and wherever feasible should be adopted.—John C. Graham, sec'y Michigan Hay & Grain Ass'n.

Insurance Notes.

A THORO inspection of all grain elevators is to be conducted in North Dakota by the conservation ass'n of that state.

THE COB BURNER specified by the Illinois State Fire Marshal John G. Gamber is practically the same as that of the grain and mill mutuals, the principal difference being the vent holes and the spark screen covering the top. Mr. Gamber's specifications are given on three pages of the booklet issued from his Springfield office containing "Instructions for Inspection."

RODOUT, ILL.—The fire that destroyed the plant of the Arcady Milling Co. started in the fire-proof grinding building, which was not protected by sprinklers, and spread to the adjoining buildings which were protected by automatic sprinklers, after the water in the tanks had been exhausted.

ALL MAIZE of the 1918 harvest, except that needed by the grower (or other person having the right thereto) for (a) sowing his fields; (b) food for his family, for his agricultural laborers, and for those at fixed salary to whom he must supply food or compensation in kind; and (c) feeding live stock, has been requisitioned by the Italian Government under a ministerial decree dated August 9, reports Consul Wilber at Genoa.

News of new grain elevator machinery and supplies is of business importance to every elevator owner and operator who is willing to effect economies in the handling of grain thru his house by the adoption of the latest and best mechanical facilities obtainable.

Such equipment is always the cheapest in the long run. Consult our advertising columns for desirable equipment.

Cifer Codes

We carry the latest editions of the following cifer codes in stock and can ship immediately:

Universal Grain Code, flexible leather,	\$3.00
Hay and Grain Code, " "	1.00
Riverside Code, 5th Edition " "	3.00
Robinson's Code, " "	2.00
A. B. C. Code, 5th Edition Improved,	10.00
Baltimore Export Cable Code . . .	10.00
Stewart's International Code25

GRAIN DEALERS JOURNAL

315 So. La Salle St., CHICAGO ILL.

Do You Want

The grain trade news? Then subscribe for the Grain Dealers Journal. Twice each month for \$1.55 per year.

Entertainment of the Ladies.

"Such gracious and abundant hospitality! How in the world shall we be able to express our appreciation to our Milwaukee hosts and hostesses!"

Such was the common expression and feeling among the visiting ladies at the convention. There were 135 ladies and each one was cared for like a personal guest by the 24 hostesses. Mrs. A. N. Friese was chairman of the hostesses and her charm and warmth of greeting will be long remembered. The ladies of the committee were most cordial and made their guests so welcome. Mrs. P. C. Kamm spent much time looking after the wants and pleasures of the ladies. The hostesses were: Mrs. A. W. Fries, chairman and Mesdames Frank D. Bell, E. La Budde, L. C. Bournique, J. J. Crandall, Chas. E. Dingwall, Lawrence Donahue, P. P. Donahue, J. M. Hackler, Walter C. Holstein, Stuart Hyde, P. C. Kamm, G. W. Kruse, Chas. R. Lull, John Manning, J. A. Mander, D. G. Owen, H. A. Plumb, Hugo Stolley, H. M. Stratton, A. R. Templeton, Harold Templeton, and Misses Betty Friese, Gene Plumb, and Nellie Rankin.

Miss Dorothy Marshall gave out the badges in a most efficient manner.

On Monday the ladies were taken in smoothly running motors over fifty miles of Milwaukee's finely paved boulevards, past the many magnificent homes, out to the Old Soldiers' Home and thru the parks where the maples were flaming in glorious hues.

Monday evening all went to see Friendly Enemies, a play of comedy, pathos and patriotism. It was admirably chosen by the Milwaukee hosts and brot forth repeated applause.

Tuesday afternoon the ladies were taken to the Wisconsin club to a reception and dinner. The building was the former mansion of Alexander Mitchell. It has spacious grounds, where the ladies had their pictures taken.

In the beautiful blue and gold ballroom a delightful program of classic dances was given by Miss Viola Esser, soprano solos by Miss Elsa Bloedel, plantation songs and stories by Mrs. Catherine Pannell Mead and music by the Walter S. Dryburgh orchestra.

All in a merry mood went from there

to the dining room where a sumptuous and toothsome dinner was served.

It was noticeable that the guests saved the olive pits to deposit in the U. S. barrels where they can be transformed into aid for our splendid boys "over there."

Tuesday evening all the ladies enjoyed the fine bill at the Majestic Theater.

One might have thought that they would have been weary with so much pleasure packed into two days' time, but they looked as fresh and gay as ever and many danced at the Wisconsin Hotel until three o'clock Wednesday morning.

During these strenuous days when every loyal American woman is working for the courageous boys in khaki and blue, it is probable that there would not have been such a large attendance of ladies had not Milwaukee's reputation for hospitality been such a temptation. Many of the ladies remembered the fun of fourteen years ago when we were so wonderfully entertained, and it was a treat to renew friendships and revive memories so happily made at that time.

Among the ladies in attendance were: Mesdames Henry A. Alhiser, Collins, Wis.; B. J. Ashton, Milwaukee.

J. J. Batchelor, Sharpesville, Ind.; Earl C. Bear, Hicksville, Ohio; W. E. Beck, Indianapolis, Ind.; Wallace M. Bell, Milwaukee, Wis.; Harry T. Bickel, Milwaukee, Wis.; Bert A. Boyd, Indianapolis, Ind.; H. E. Botsford, Detroit, Mich.; Clark Brown, Des Moines, Ia.; Chas. Breyman, Toledo, Ohio; A. A. Breed, Milwaukee; H. M. Brouse, Cincinnati; Geo. P. Bissell, Central City, Nebr.; A. C. Burgess, Milwaukee.

H. C. Carson, Detroit, Mich.; Chas. G. Clark, Cleveland, O.; Charles S. Clark, Chicago, Ill.; Vivian Cass, Chicago, Ill.; Carl B. Case, Milwaukee, Wis.; M. E. Coffey, Watertown, S. D.; Chas. Challen, Minneapolis, Minn.; H. H. Cozey, Peoria, Ill.; R. W. Carder, Chicago; E. W. Clapp, Memphis, Tenn.; Courtney Casebeer, Des Moines, Ia.; O. W. Cook, Columbus, O.

G. A. Duvall, Kewanee, Wis.; W. J. Delaney, Milwaukee; P. W. Davis, Leipsic, Wis.; H. G. Dehring, Curtice, O.; C. R. Decker, Milwaukee; Wm. G. Dilts, Kansas City, Mo.

J. D. Edmunds, Milwaukee; E. C. Eikenberry, Camden, O.

P. R. Frazier, Morrison, Ia.; J. J. Fones, Chicago; W. H. Frank, Frankfort, Ind.; Chas. C. Flanley, Sioux City, Ia.; F. L. Ferguson, Kansas City, Mo.; E. D. Frisette, Swanders, O.

B. B. Green, Swanders, O.; M. H. Guenie, Toledo, O.; C. E. Graves, Weston, Ill.; Harry C. Gamage, Kansas City, Mo.; E. A. Grubbs, Greenville, O.

Elmer Hutchison, Arlington, Ind.; H. J. Hall, Minneapolis, Minn.; John M. Hull,

Markison, Wis.; George A. Hax, Baltimore, Md.; W. H. Holliday, Davenport, Ia.; A. W. Holmes, Milwaukee, Wis.; S. Hazelhurst, Milwaukee, Wis.; H. F. Hunter, Milwaukee.

Fred O. Iverson, New Holstein, Wis.

Dan Joseph, Columbus, Ga.; Glenn Johnson, Enid, Okla.; A. L. Jacobs, Wauwatosa, Wis.

E. W. Kranthaler, Milwaukee, Wis.; F. L. Kroutil, Yukon, Okla.; S. Karger, Milwaukee, Wis.; H. W. Kester, Lovilia, Ia.; E. J. Koppelkan, Milwaukee, Wis.

M. H. Ladd, Milwaukee; James Laurie, Milwaukee; Will G. Lichinberg, Detroit, Mich.; J. A. Linderholm, Omaha, Nebr.

F. P. Manchester, Omaha, Nebr.; Fred Mayer, Toledo, O.; Bertha C. Means, Wichita, Kan.; Louis Mueller, Peoria, Ill.; L. L. Motz Brice, Ohio; J. H. Morrow, Wabash, Ind.; J. C. McFadden, Peoria; J. A. Moud, Omaha, Nebr.; James G. McKillen, Buffalo, N. Y.; J. W. McCord, Columbus, O.; C. A. McCotter, Indianapolis, Ind.; H. D. McCord, Minneapolis, Minn.; Garfield Morgan, Cortland, O.; E. J. Morgan, Milwaukee.

M. M. Nowak, Buffalo, N. Y.

A. D. Peters, Swanders, O.; J. W. Pence, Maplewood, O.; T. A. Pass, Sellersburg, Ind.; R. D. Patton, Springfield, O.; S. C. Pennington, Avery, Wis.; George B. Powell, Omaha, Nebr.; W. T. Palmer, Celina, O.; J. O. Pape, Fowler, Ind.; F. J. Phelan, Milwaukee, Wis.; B. F. Peterson, Green Bay, Wis.

C. B. Riley, Indianapolis, Ind.; C. G. Robinson, Memphis, Tenn.; N. W. Richards, Cortland, O.; John A. Rapp, Elmira, O.; W. M. Randels, Enid, Okla.; A. J. Riels, Milwaukee.

Bert K. Smith, Ft. Worth, Tex.; Howard J. Smith, Buffalo, N. Y.; Joe Schmitz, Chicago; J. B. Stevenson, Milwaukee; A. L. Scott, Pittsburg, Kan.; A. D. Shirley, Lebanon, Ind.; Geo. Smith, Woodbury, Ind.; John H. Schroeder, New Holstein, Wis.; Julian Scott, Omaha, Nebr.; W. E. Sheldon, Jackson, Mich.; W. F. Starz, Fowler, Ind.; Frank Strange, Frankfort, Ind.; R. S. Stall, Thorntown, Ind.

Ole Tvorne, Montreal, Canada; H. C. Teinin, Holstein, Wis.; A. G. Tyng, Peoria, Ill.; Frank B. Tompkins, Peoria, Ill.

C. M. Woodward, Kansas City, Mo.; F. C. Williams, Indianapolis, Ind.; A. Whitney, Milwaukee; J. White, Chicago, Ill.; E. A. Wiley, Indianapolis, Ind.; Geo. A. Wells, Des Moines, Ia.; C. H. Williams, Milwaukee.

Misses—Euola Appleby, Camden, Ohio; M. Baldwin, Chicago; Irma S. Bauch, Milwaukee; Louisa Dill, Wabasha, Minn.; Ella Due, Milwaukee, Wis.; Frances Louise Ferguson, Kansas City, Mo.; Bertha Hubbell, Swanders, O.; Elinor Jones, Wabasha, Wis.; Mary E. O'Bryan, Owensboro, Ky.; Esther Pape, Fowler, Ind.; Helen B. Reardo, Detroit, Mich.; Elsie Riggs, Milwaukee, Wis.; F. Whitney, Milwaukee, Wis.

Masters—Wm. Eikenberry, Camden, O.; Graves, Weston, Ill., and Robt N. Stall, Thorntown, Ind., also were present.



Convention Ladies at Wisconsin Club.

New Grain Shipment Control.

The Car Service Section of the United States Railroad Administration under date of Sept. 16 issued the following:

Effective Sept. 18, because of rapid approach to limit of grain storage capacity, primary markets, due to advanced movement of wheat and anticipated heavy movement of wheat and other grains, becomes necessary to place embargo against all shipments of all grain consigned or re-consigned to Duluth, Minneapolis, St. Paul, Superior, Milwaukee, Chicago, St. Louis, East St. Louis, Peoria, Kansas City, Missouri, Kansas City, Kansas, St. Joseph, Omaha, South Omaha and Council Bluffs, and to regulate future shipments of grain to these markets on permit basis. Such permits will be issued in cooperation with the Food Administration. Application may be made by shipper or agent at point of origin. Such requests transmitted to designated Grain Control Com'ite each market which will approve such requests as can be given storage, notifying the agent at point of origin that shipments may be made accordingly.

Indianapolis was similarly embargoed, effective Sept. 22.

R. H. Aishton, regional director of the Northwestern Region, under the authority of the foregoing Circular No 34, issued the following instruction to the railroads:

Under this embargo the following instructions will be observed in the issuance and handling of permits for the movement of grain to the primary markets covered in this embargo:

Application for permit may be made either by shipper at point of origin or by consignee at destination. It must be in writing and on prescribed form.

When application is made by shipper it must be transmitted by Railroad Agent at point of origin to the Grain Control Com'ite at destination; consignee's application should be made direct to Grain Control Com'ite.

Application for permit for shipment from one primary market to another will be made to the Grain Control Com'ite at the originating primary market for transmittal to the Grain Control Com'ite at destination market; permit when issued will be returned thru the same channel.

Grain Control Com'ite will consider applications in the order in which they are received, and will issue permits as conditions warrant.

When applications are approved, permits will be issued in triplicate and numbered serially, with prefixes as follows:

CH—Chicago	MS—Minneapolis
CB—Council Bluffs	OM—Omaha
DH—Duluth	PA—Peoria
KC—Kansas City	SJ—St. Joseph
MK—Milwaukee	SL—St. Louis
SP—St. Paul	SU—Superior

Permits shall not be transferrable; they can be used only by parties authorized therein, and for kind of grain specified.

All permits except as indicated in paragraph No. 3 will be transmitted by the Grain Control Com'ite directly to railroad agent at point of shipment, who will note thereon date of receipt and immediately notify shipper that permit has been granted and that shipment covered thereby must be made within 5 working days from date of such notification.

The Com'ite will also send copy of permit to transportation officer of the road on which shipment originates except when handled in accord with paragraph 3. The third copy of the permit will be retained for Com'ite's files.

The Com'ites will also notify consignees of action taken with reference to applications filed by them.

Number of permit must be shown on way-bill as authority for the shipment. This number will be recognized by all carriers as authority for forwarding of shipment against grain embargoes.

Shipments moving on permits may not be redesignated from one market to another market where permit system is in control unless new permit is obtained in prescribed manner.

Agent at point of origin will advise grain control committee at destination on prescribed form as shipments are made.

Grain Control Com'ites have been established at all primary markets, and you will be advised of the personnel of these committees later.

A supply of Forms, herewith, should be printed and placed in the hands of all agents.

APPLICATION FOR PERMIT.

Grain Control Com'ite,

At.....

Application is hereby made for permit covering the following shipment:

No. of cars.....
Kind of Grain.....
Name of Shipper.....
To be Shipped From.....
Originating Railroad.....
Consignee.....
Destination.....

If permit is issued shipment will be offered within 5 working days from the date authority is received by Shipper from Railroad Agent at point of origin.

Cars will be loaded to full capacity, and loading will be completed within 24 hours after placement.

(Signed).....
(Give full information regarding prospective shipment, particularly as to whether it is to fill actual orders; whether such orders have a time limit, and if an "order notify" shipment, whether draft will be sent direct to destination.)

PERMIT.

PERMIT NUMBER

To Freight Agent,

At.....R. R.,

You are authorized to accept and forward the following shipment:

No. of cars.....
Kind of Grain.....
Name of Shipper.....
Consignee.....
Destination.....

Notify shipper immediately of this authority and arrange for necessary equipment.

You will refuse shipment covered by this permit if offered after the expiration of five (5) working days from the date on which notice is given to the shipper.

(Signed).....

GRAIN CONTROL COM'ITE.

Date of.....
Receipt by.....
Agent.....

AGENTS' ADVICE OF SHIPMENT.

GRAIN CONTROL COM'ITE,

At.....

Shipment on Permit No..... has been made as follows:

Car Initial	Date	Car Initial	Date
& No.	Billed.	& No.	Billed.

.....
.....
.....
.....

.....Agent
.....R. R.

Grain Control Com'ites.

Chicago, Ill.: J. H. Brinkerhoff, chairman; Fred Zimmerman, railroad traffic assistant; J. H. Cherry, food administration, transportation division.

Milwaukee, Wis.: C. O. Bradshaw, chairman; John A. Millington, railroad traffic assistant; Chas. Thompson, food adm., transp. division.

Minneapolis, Minn.: H. A. Kennedy, chairman; T. E. Sands, railroad traffic assistant; W. A. Prinsen, food adm., trans. division.

Duluth-Superior: W. H. Strachan, chairman; G. A. Sherwood, railroad traffic assistant; G. M. Bowman, food adm., transp. division.

The office of the Chicago Control Com'ite is at Room 600, LaSalle Station; and of the Milwaukee Control Com'ite at Room 15, Union Depot.

Some shippers, acting on newspaper reports, have asked their commission merchants to make application, but, while

this may be done, it is preferred that shippers make application thru their local agent.

A Record Sale of Corn.

The two ears of white corn shown in the photograph reproduced herewith hold, it is believed, the distinction of having commanded in open competitive sale the highest price ever paid for a similar quantity of this cereal, the amount being \$4,110.

During the banquet Tuesday evening Toastmaster Ladish arose, and while he held aloft the two ears he announced that they had been donated by the Gilbert Grain Co., of Gilbert, Ia., to be sold at the banquet and the money received from their sale to be contributed to the Red Cross.

Bert A. Boyd, of Indianapolis, was appointed Auctioneer and was given by Toastmaster Ladish the privilege of making whatever rules he saw fit for the conduct of the auction.

Auctioneer Boyd announced that bidding would be open to all, and that each bidder would be expected, and required, to pay the amount of his bid, whether it were successful in obtaining the corn or not. "But," he said, "if it should happen that a man bids \$500 and later bids \$1,000 he will not be expected to pay both—just the \$1,000."

The ears of corn, according to Auctioneer Boyd, are of the Red Cross Variety, of a strain known as Pershing's Pride—the latter appellation referring to the many "good kernels."

The auctioneer asked for bids, and in quick succession the following were made:

Burdick, Thomas Co., Detroit	\$150.00
Jackson Bros., Chicago	250.00
W. M. Bell Company, Milwaukee	275.00
Taylor & Bournique Co., Milwaukee	300.00
Root Grain Co., Kansas City	350.00

At this point bidding lagged and the two ears of corn were knocked down to the last named firm. Then the auctioneer called for contributions which he himself led, as follows:

Bert A. Boyd, Indianapolis	\$100.00
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These Two Ears of Corn Sold for \$4,110.

Frank G. Ely, Chicago	25.00
Richardson Scale Co., Chicago	25.00
John A. Roebbing & Co., Chicago	25.00
B. Coles Co., Middletown, Conn.	50.00
A. E. Bush, Milwaukee	10.00
H. I. Baldwin Co., Decatur, Ill.	25.00
Hutchison Rush Co.	10.00
Wm. Nading Mill & Elev. Co., Shelbyville, Ind.	10.00
Mohr Holstein Com. Co., Milwaukee	25.00
S. B. Green & Son, Ontario	25.00
P. B. & C. C. Miles, Peoria	25.00
E. F. Harcourt, Toronto	10.00
Indiana Gr. Dealers Ass'n	25.00
National Hay Ass'n	25.00
Ohio Gr. Dealers Ass'n	50.00
St. John Grain Co., Worthington, Minn.	25.00
Western Gr. Dealers Ass'n, Des Moines, Ia.	25.00
Missouri Grain Dealers Ass'n	25.00
Illinois Grain Dealers Ass'n	25.00
Michigan Grain Dealers Ass'n	25.00
Oklahoma Grain Dealers Ass'n	25.00
New Orleans grain delegation	50.00
Cash	20.00
Byrne	25.00
Omaha Grain Exchange	50.00
Cash	10.00
Milwaukee Grain Dealers	250.00
Detroit Board of Trade	300.00
Taylor & Bournique, Hammond, Ind.	10.00
Dan Joseph Grain Co., Columbus, Ga.	10.00
Grain Dealers National Mut. Fire Ins. Co.	400.00
Detroit Grain Dealers, by C. M. Martin	500.00
Toledo Grain Dealers, by J. W. Young	500.00
Grain Dealers Journal, Chicago, Ill.	25.00
Urmston Grain Co., Indianapolis	15.00

Coming Conventions.

Dec. 10, 12.—South Dakota Farmers Grain Dealers Ass'n at Sioux Falls, S. D.

May 20, 21, 1919.—Grain Dealers Ass'n of Oklahoma at Oklahoma City, Okla.

Permits for Entrance into Berlin.

Perhaps the most talked of surprise that the convention of the Grain Dealers National Ass'n at Milwaukee developed was that sprung by Henry E. Wack, of Henry E. Wack & Co., Inc., Baltimore, Md., on Tuesday morning when two young girls began passing thru the crowds in the lobby of the hotel distributing an envelope in which was contained a neatly and attractively printed folder bearing upon its face these words: "Permit No. — for the Grand Entrance into Berlin of the A. E. F." The folder also stated: "This permit is registered and non-transferrable. It is revocable on reliable evidence that holder is a slacker."

Enclosed with the Permit was a letter signed by Henry E. Wack & Co., Inc., which explained the method of using the Permit to travel with Our Boys to Berlin. Briefly, it may be described as follows: Until Our Boys reach Berlin, or until hostilities cease, Henry E. Wack & Co., Inc., will give a bi-weekly souvenir, suggestive of Baltimore, to the holder of the Permit bearing the lucky number. Every sixth souvenir is to be a Liberty Bond. The lucky number is to be determined by assigning to each letter in the name of the most important town captured during the two weeks the number of its order in the alphabet. The total of the numbers is multiplied by the day of the month on which the capture was made. The result is the "Lucky Punch" for that period.

Three Liberty Bonds were awarded during the convention to the holders of lucky numbers determined by captures

made while the convention was in session. The placard posted in the lobby of Hotel Wisconsin announcing the lucky numbers is reproduced herewith. It will be noted that the first numeral in each lucky number has been disregarded. This was made necessary by reason of the fact that the highest Permit number given out at Milwaukee was 1,045. As additional permits are to be issued it is not thought it will again be necessary to strike off the first numeral in determining later "Lucky Punches."

The Liberty Bonds given at the convention were awarded to W. H. Lake, Chicago, who held No. 900; Mrs. Geo. A. Wells, Des Moines, Ia., who held No. 139; and Mrs. C. W. Reed, Brattleboro, Vt., who held No. 968.

The numbers of subsequent "Lucky Punches" and the names of the holders are to be announced thru the columns of the Grain Dealers Journal.

Death of Erich Picker.

In the death of E. Picker, Sept. 8, the grain trade of St. Louis loses one of its oldest and most popular members.

His death was unexpected. He had gone to his country home for the week end, but felt ill and drove 35 miles to the city Sunday morning and died of heart failure 30 minutes after he had stepped unassisted into his residence.

He had been a member of the Merchants Exchange for 30 years, and was vice-pres. and treas. of the Picker & Beardsley Commission Co., the business of which will be continued by the corporation. The widow, three sons and a daughter survive him.

THE LUCKY PUNCHES

23rd.			24th			25th		
N	-	14	S	-	19	P	-	16
A	-	1	I	-	9	R	-	18
Z	-	26	E	-	5	I	-	9
A	-	1	G	-	7	L	-	12
R	-	18	F	-	6	E	-	5
E	-	5	R	-	18	P	-	16
T	-	20	I	-	9			
H	-	8	E	-	5			
		93	D	-	4			76
		× 23			82			× 25
		2139			× 24			1900
					1968			

Back up the boys - Buy Liberty Bonds.

How the Lucky Number Tickets to Berlin Were Determined.



DIG!

This big, tired trench-digger may represent the blue star in *your* service flag—or the star in your neighbor's flag. ★ He is someone's boy—and Uncle Sam's. But he's digging—under fire—for you. And you will want to dig deep for him. ★ Buy your bonds as though he were *your* boy.

4th LIBERTY LOAN
U. S. Government Bonds

Grain Trade News

ARKANSAS

Stuttgart, Ark.—I am out of the grain business.—H. D. Dilday.

CALIFORNIA

San Miguel, Cal.—The Farmers Elvtr. Co. is building a concrete elvtr. of 200,000 bus. capacity.

Livingston, Cal.—An elvtr. will be built here for next season, either by a stock company of farmers or by private enterprise.

Madero, Cal.—Saunders Bros. have placed their new warehouse and office for the handling of their business in grain and allied lines in operation.

CANADA

Alvinston, Ont.—Wm. Hodgins has bot out Donald McKellar.

Fort William, Ont.—Leslie H. Boyd has resigned as director of elvtrs.

Winnipeg, Man.—The Spencer Grain Co. has bot the Johnson Elvtr. Co.

Winnipeg, Man.—The Canadian Elvtr. Co. has bot the International Elvtr. Co.

Hoey, Sask.—The Farmers Hoey Elvtr., Ltd., incorporated; capital stock, \$15,000.

Regina, Sask.—The McCallum Grain Co., Ltd., has been dissolved as a corporation.

Hatton, Alta.—The Alberta Pacific Grain Co. has bot the business of Terwilliger & Wolfe.

Moose Jaw, Sask.—The Woods River Grain Co., Ltd., incorporated; capital stock, \$20,000.

Truax, Sask.—The Truax Grain Growers Ass'n, Ltd., incorporated; capital stock, \$20,000.

Wilkie, Sask.—R. J. Speers and J. C. Ross will build an elvtr. of 33,000-bu. capacity.

Toronto, Ont.—The Campbell Grain & Feed Co., Ltd., incorporated; capital stock, \$500,000.

Melfort, Sask.—The Alberta Pacific Grain Co. has bot the grain business of A. McMichael.

Taber, Alta.—H. O. Balke, former agt. for the Ogilvie Flour Mills Co., has gone to Spring Coulee, Alta.

Winnipeg, Man.—The Lake of the Woods Milling Co. has purchased the business of the Matheson Grain Co.

Oyen, Alta.—P. H. Peterson, formerly associated with the Arcadia Grain Co., has quit the grain business.

Winnipeg, Ont.—W. S. McLaughlin & Co. has taken over the business of the Imperial Elvtr. & Lumber Co., Ltd.

Moose Jaw, Sask.—The Alberta Pacific Grain Co. is the new owner of the elvtr. formerly operated by the Sterling Elvtr. Co.

Ft. William, Ont.—James Preston Jones, of this place, has been appointed a member of the Board of Grain Supervisors for Canada.

Hargrave, Man.—The United Grain Growers, Ltd. are now in possession of the property formerly owned and operated by A. Knight.

Calgary, Alta.—The annual meeting of the Calgary Grain Exchange was held Sept. 12 and the following were elected to office: Willard W. Cummings, pres.; R. M. Mahoney, v. pres.; D. O. McHugh, treas. Those elected to the council were J. K. Cummings, C. M. Hall, F. B. Ham, J. I. McFarland, H. S. Munro, E. J. Munson, S. D. Niven, C. Rice-Jones and Philip Wolfe.

Provost, Alta.—The Alberta Pacific Grain Co. will build an elvtr. here, of 30,000-bu. capacity.

Winnipeg, Man.—H. N. Baird, Capel Tilt, F. J. Anderson and Geo. Fisher, of the Grain Exchange, and Dr. Robert Magill, sec'y of the Exchange, were summoned to Ottawa recently for consultation in regard to the recently passed order in council placing the control of the grain trade in the hands of the Board of Grain Supervisors.

Winnipeg, Man.—The Council of the Grain Exchange, at a meeting held Sept. 16, determined the contract grade to cover transactions in 1918 October barley as follows: "The contract grade shall be No. 3 Canada Western barley, with the privilege of delivering on contracts, (a) Higher grade barley. (b) No. 4 Canada Western barley at a discount of 5 cents per bu.

George A. Coslett, recently elected president of the Fort William and Port Arthur Grain Exchange, is a man eminently fitted to discharge the duties which attach to that office as he brings to the post a thorough knowledge of the grain business and all of its branches. His experience in the trade is of a most varied character, having been employed as buyer, mill employer, and elvtr. manager. Mr. Coslett is manager of the Ogilvie Flour Mills, which position he has held since coming to this city thirteen years ago.

The Board of Grain Supervisors for Canada has fixed the price of Quebec wheat. Until June 30 it is ordered that the price of Quebec wheat, No. 2 grade, shall be \$2.26 per bushel, basis in store Montreal, and that the premium on No. 1 grade shall be 3c per bushel, and the discount on No. 3 grade shall be 4c per bushel. That for the purposes of preserving the identity of the small quantity of winter wheat in Quebec and of encouraging the production of winter wheat, a premium of 5c per bushel shall be paid over the above fixed prices.

Fort William, Ont.—Officers elected at the annual meeting of the Fort William and Port Arthur Grain Exchange held Sept. 12 are as follows: Council, Geo. A. Coslett Pres.; N. M. Paterson V-pres.; C. Birkett Sec'y Treas.; F. B. Allen, John Bell, D. W. Black, R. S. Dell, F. A. Guy, Jas. Murphy, W. D. Muirhead, G. G. Riegger, H. J. Sterling, J. R. Smith, J. W. Wolvin. Com'te of Arbitration, Geo. D. Gale, G. A. Guy, A. D. LeMay, D. E. McKay, James Murphy, Harry Sellers, J. W. Wolvin. Com'te of Appeals, D. W. Black, G. D. MacDonald, W. D. Muirhead, N. M. Paterson, E. G. Penniman, G. G. Riegger, J. R. Smith. Since Sept. 1, 1917 24 members have joined this Exchange, and 15 transfers have been made. Total membership is now 172.

COLORADO

Sterling, Colo.—Elmer Eyman is interested in the operation of a bean elvtr.

Las Animas, Colo.—The Trinidad Bean & Elvtr. Co. is about to reopen its elvtr.

Trinidad, Colo.—B. M. Thomas is now assistant to L. W. Van Vleet, general mgr. of the Trinidad Bean & Elvtr. Co.

Brighton, Colo.—The Equity Union Co-operative Co. is not building an elvtr. here but will build one at Hudson, work on which has not yet begun.

Denver, Colo.—The Denver Grain Exchange has made several alterations in its offices in the Cooper building. The inspection room was made larger giving the inspectors ample room to handle the samples of grain. Another improvement was the rearrangement and enlargement of the trading room.

Hayden, Colo.—We will build a 3,000-bu. shovel house at Harrison siding.—Hayden Co-operative Elvtr. Co., R. H. Haifley, mgr.

IDAHO

Newdale, Ida.—Thomas Bros.' elvtr. is now open for business. Roy Jewell, formerly of Salina, Kan., is buyer.

Gwenford, Ida.—The Gwenford Milling & Elvtr. Co. has reorganized under the name of Farmers Supply & Mfg. Co. Capital stock \$50,000. C. E. Thomas, pres., Dan E. Jones, v. pres., Bert Willie, mgr.

Cottonwood, Ida.—The new 11-bin elvtr. of the Cottonwood Milling & Elvtr. Co. is completed. It is constructed entirely of concrete and the bins are 90 feet high. Capacity, 110,000 bus.

Wilder, Ida.—I have removed from Clayton, N. M., where I was with the Four States Seed Co., and am in charge of the business of the Wilder Equity Ass'n, Ltd., as mgr. We have a first class elvtr., the building being iron clad, and the plant is operated by electric power.—J. A. McCune.

Lewiston, Ida.—The State Utilities Commission, as an answer to the hearing recently held concerning the matter of equalized rates, at which both farmers and warehousemen gave testimony, decided upon the following schedule: Grain—\$1 a ton handling charge; storage 30 days free, 10 cents a ton per month thereafter; sacked grain loaded out, 25 cents a ton additional, and \$1 a ton for sacking bulk grain where owner furnishes sacks. Seeds—\$1 a ton for handling, free storage 30 days and 10 cents a month thereafter. Hay—\$1.50 a ton handling, free storage 30 days, 25 cents a month thereafter. Cleaning timothy seed, \$2 a ton. Clipping grain, \$2 a ton dry and \$5 a ton steam rolled; cleaning a ton bulk \$1, sacked \$2. These rates apply to Nez Perce, Latah, Lewis and Clearwater counties.

ILLINOIS

Sullivan, Ill.—The Sullivan Elvtr. Co. has been dissolved.

Decatur, Ill.—L. E. Duncan & Co., brokers, have removed to Walker, Ill.

Cairo, Ill.—Hastings-Stout Elvtr. Co. has completed concrete work on its addition.

Springfield, Ill.—C. R. Lewis & Co. have succeeded Lewis-Lynd & Co., dealers in grain and feeds.

El Paso, Ill.—I have sold elvtr. to John Kinsella. The elvtr. is being remodeled.—F. L. Larison.

Cairo, Ill.—Samuel Hastings Elvtr. Co. has completed concrete work on several large storage bins.

Elwin, Ill.—Martin E. Connard, formerly engaged in the grain business here, has removed to Decatur.

Bushnell, Ill.—I have moved from Prairie City, my former headquarters, and have located here.—A. B. Curtis.

Boody, Ill.—The B. B. Farmers Co-operative Elvtr. Co. has increased its capital stock from \$25,000 to \$35,000.

Rantoul, Ill.—E. G. Coon, formerly of Coon Bros. and well known in the trade, is over seas with the Red Cross.

Bloomington, Ill.—The R. C. Baldwin Grain Co. is now occupying the two upper floors of the Peoples Bank Bldg.

Morrisonville, Ill.—Luther Battles or Percy Voden are not connected with our elvtr.—Morrison Farmers Grain Co.

Sharps Crossing (Thomasboro p. o.), Ill.—The Sharp Elvtr. Co. has increased its capital stock from \$10,000 to \$60,000.

Downs, Ill.—The Downs Grain Co. has conveyed the elvtr. property to C. F. Scholer and Amos Weedman, for \$9,000.

Midland City, Ill.—My successor as mgr. for the Midland Grain Co., at Midland City, is Leonard Burwell.—J. F. Bartley, Halls-ville.

Millington, Ill.—The Millington Grain & Supply Co. is enlarging its elvtr. and will have a new office in connection with the building.

Padua, Ill.—Following the resignation of Wm. Smith the management of the Padua Grain Co. was temporarily turned over to Philip Evans.

Kankakee, Ill.—Paul Thielen will be mgr. of the newly organized Farmers Elvtr. Co. He was formerly mgr. for the Del Rey Grain Co. of Del Rey.

Peoria, Ill.—Since the death of Mr. Hall I have been operating the business known heretofore as Tyng, Hall & Co. under my own name.—A. G. Tyng.

Chenoa, Ill.—E. B. Conover Grain Co. of Springfield, will take possession Oct. 1 of the elvtr. of C. E. Elson, who will retire from the grain business.

Mechanicsburg, Ill.—The Mechanicsburg Farmers Grain Co. incorporated; capital stock, \$10,000; incorporators W. F. Heiss, Fred Bell, Elvin Coe and F. A. Bricker.

Kenney, Ill.—The Farmers Grain Co., a newly organized company, has bot the elvtr. and coal business of the McElhiney & Hubbard Co. C. L. McBride will be mgr.

Blue Mound, Ill.—The E. W. Crow Grain Co. has let a contract to the Decatur Construction Co. for the erection of a new elvtr. The old one will be wrecked.—Otto F. Young.

Hammond, Ill.—The Hammond Co-operative Grain Co. incorporated; capital stock \$30,000; incorporators, Ray B. Ponder, M. F. Moberly, E. M. Kearney, J. H. Mitchell and William Schuman.

Tabor, Ill.—The elvtr. of the Tabor Co-operative Grain Co. which burned recently will be rebuilt. The new elvtr. will be of substantial construction and have a capacity of 65,000 bus.

Mansfield, Ill.—Work on the erection of the new concrete elvtr. being built by the farmers of this vicinity has ceased. The contractor refused to have certain expenses charged to his account.

Rockton, Ill.—A further hearing in regard to the bankruptcy of W. H. Moore, grain operator, was held Sept. 13 for the purpose of uncovering further assets. No word has been heard from Moore.

Martinton, Ill.—Thomas McSorley, for 18 years in charge of the local office of the R. F. Cummings Grain Co., has decided to retire from active service. Will McMahon, of Chebanse, is his successor.

Allen (San Jose p. o.), Ill.—The Allen Elvtr. Co. will hold a meeting Oct. 1 to decide whether or not to increase its capital stock. The annual meeting for the election of officers will be held Oct. 15.

Woodland, Ill.—I have resigned as mgr. of the Woodland Farmers Elvtr. Co., my resignation to take effect Oct. 1. I am in the new draft and expect to be employed by the government.—Otto H. Rosenberger.

Brownstown, Ill.—The Brownstown Equity Exchange incorporated; capital stock \$10,000; incorporators, M. F. Diveley, B. B. Brown, D. W. Carson and Perry R. Davis. The erection of an elvtr. is contemplated.

Colfax, Ill.—Louis Untereiner sustained a broker artery and suffered from shock when he fell 65 feet in an elevator at the Farmers Co-operative Elvtr. Sept. 1. He had been working at the top of the elevator taking off weights.

Argenta, Ill.—The Argenta Grain Co. is erecting a 3 story and basement building, and a flour mill on ground recently purchased. The mill will be equipped with the latest machinery and will have an output of 60 barrels a day. Spouting connected with the elvtr. will run grain directly to the mill bins. Hugh Martin is mgr.

Kewanee, Ill.—The new elvtr. of W. B. Cavanagh, is nearing completion. It is of concrete construction, built 52 feet high, on a foundation 18x24 feet. The grain will be transferred from the old building into the new by means of a conveyor operated by motor power and will be discharged in the same manner to the building now used to load cars. The elvtr. is fireproof and has a capacity of 20,000 bus.

Westville, Ill.—The elvtr. being erected by C. B. Spang will soon be completed. The building is octagon in shape, and 110 feet high. A driveway all around the building provides large dump bins for grain from wagons. The capacity of the elvtr. is 35,000 bus. It is equipped with modern machinery and motors.

Bloomington, Ill.—L. E. Slick has been subpoenaed to appear in the Springfield court and answer a petition of involuntary bankruptcy filed by the Roberts Farmers Grain Co., the Gifford Farmers Elvtr. Co. and others. Suits in assumpsit were filed several weeks ago against Mr. Slick, and previous to that time the McLean County bank took judgment against him in the sum of \$29,000.

CHICAGO NOTES.

The Neola Elvtr. Co. has been dissolved. A Board of Trade membership sold Sept. 23 for \$5,300 net to the buyer.

The remains of Charles Randolph, former pres. and sec'y of the Board of Trade, who died at Baltimore, were interred here Sept. 8.

James M. Coughlin is back again doing business under the firm name of James M. Coughlin & Co., with offices in the Postal Telegraph Bldg.

F. J. Delany, W. N. Eckhardt and Lowell Hoyt compose a special com'te on elvtrs. and warehouses appointed by Board of Trade directors.

Sam Beaumont is now in the employ of the South Bend Elvtr. Co. with offices in the Postal Telegraph building. He was formerly with McKenna & Rodgers.

E. William Kalb, for many years a member of the Board of Trade, and manager of the foreign grain department for different firms, died recently, aged 60 years.

R. W. McKinnon of Thomson & McKinnon, a member of the Board of Trade, has gone to Washington, D. C., where he will take a position with the Food Administration under J. J. Stream, chief of the coarse grain division.

The directors of the Board of Trade have approved for ballot an addition to the Rule XXI, Section 1, by a paragraph E, on the delivery of grain in cars on contracts for future delivery in case of emergency, providing that the party tendering must show certificate of inspection to have been made during the preceding 72 hours, and that excess or overage in weights shall be settled at the current market value on the day such variation is known to both parties.

The carriers have opened a joint agency, located in room 7, Board of Trade, where all freight bills for grain will be delivered by the carriers each morning. The freight bills will then be recorded by the Transit Bureau and listed for the respective firms, who, it is expected, will call for them any time after 11 o'clock each morning. Checks for payment of charges are to be made out, as heretofore, in the name of the railroad company to which charges are due. The freight bills will be receipted in the name of Mr. H. H. Bernstein, joint agent, and the original and one duplicate of each freight bill will be returned to the consignee.

So much storage space in the elvtrs. is taken up by government grain that those who have corn on the way to fill contracts for September delivery may not be able to get it warehoused in time to receive certificates tenderable on contract. Under the rules of the Board those unable to deliver would be required to buy in or settle for default. To prevent loss to these sellers the directors of the Board on Sept. 19 ordered trading stopped in September corn, and to fix the price at which sellers may settle with buyers will appoint a special com'te. Every seller not notifying his purchaser in writing before 1:15 p. m. Sept. 24 of his intention to settle his September corn contracts upon the basis of the price thus fixed shall be deemed to have elected to deliver the property, and in case of his failure to deliver, settlement shall be made at the price fixed plus the penalty provided in the rules.

Fire broke out in a pile of coal in the yards of the Northwestern Malt & Grain Co. Sept. 10, imperiling two large elvtrs. The fire destroyed some grain sacks, but the firemen managed to save the elvtrs.

A special com'te composed of E. L. Glaser, W. N. Eckhardt and Lowell Hoyt, fixed a settling price of \$1.55½ for Sept. corn trades Sept. 20. The price is the average for the trading on Thursday, Sept. 16 and was ½c over the close on that day. Sellers have until 1.15 p. m. on Sept. 24 in which to notify the buyer whether they will deliver the cash corn or settle.

At a meeting of the Chicago treasurers of the C. & E. I., C. & N. W., C. B. & Q., C. G. W., C. I. & L., C. M. & St. P., C. R. I. & P., C. T. H. & S. E., E. J. & E. and Ill. Cent. held Aug. 27 a resolution was adopted respecting the approval of bonds to be taken from members of the Board of Trade to cover freight charges on cars of grain from the time of their arrival until out-turn weights can be determined and freight bills rendered. It is recommended that all bonds be signed by surety companies, in order to expedite approval and to eliminate constant investigation of personal sureties; and applications are to be sent to the State Street agt. for the C. & N. W. for initial action. Liberty Bonds will be accepted in lieu of corporate surety; and it is permissible to file application for either a blanket bond for all railroads or for a separate bond for each railroad, but the application for the blanket bond must specify the maximum amount of credit desired at each station in the Chicago District on each railroad.

INDIANA

Daleville, Ind.—J. P. Shoemaker has retired from the grain business.

Williamsport, Ind.—Three new motors have been installed in our elvtr.—Williamsport Grain Co.

Portland, Ind.—Ira A. Kidwell, former mgr. of the Portland Equity Exchange has moved to Elwood.

Hamilton, Ind.—Gustav Wolff, of the grain firm of G. Wolff & Sons, died Aug. 28, after a prolonged illness.

Bippus, Ind.—Contract has been let for the rebuilding of the elvtr. of O. Gandy & Co. which was recently destroyed by fire.

Effner, Ind. (Sheldon, Ill. p. o.)—Fire caused a damage amounting to \$50 in the engine room of Sheldon Elvtr. Co. on Sept. 9.

Modoc, Ind.—The elvtr. which I recently purchased from Fred Elliott will be operated as Lynn Elvtr. Co.—E. B. Adamson.

New Haven, Ind.—L. F. Minsel, who operates elvtrs. here and at Maples, will be located at his new office in Ft. Wayne after Sept. 19.

New Palestine, Ind.—New Palestine Grain Co. incorporated; capital stock, \$30,000. Directors, J. W. Waltz, Henry E. Waltz and Gertrude E. Waltz.

Lafayette, Ind.—Floyd Shafer has resigned from his position with the Crabbs-Reynolds-Taylor Co. and has taken a position with the Foresman Grain Co.

Franklin, Ind.—The Farmers Elvtr. Co. has made application to the county council of defense for permission to enlarge its elvtr. and to install new equipment.

Elwood, Ind.—I have not yet located in business and will remain here until I secure a position. L. C. Neil is my successor at the Portland Equity Exchange.—Ira A. Kidwell.

Fairland, Ind.—We have bot the elvtr. of the Fairland Grain Co. at this place and at London, and have arranged to take charge of both houses Oct. 1.—J. A. McComas, Indianapolis.

Indianapolis, Ind.—The Hayward-Rich Grain Co. recently organized, has taken offices in the Board of Trade building. The firm will conduct a general receiving and shipping business. The partners, William C. Hayward and W. E. Rich, are both well known in the trade.

Liberty Center, Ind.—Liberty Center Elvtr. Co. will incorporate; capital stock \$35,000. Business will be begun as soon as arrangements for an elvtr. to be bot or built are completed.

Bippus, Ind.—O. Gandy & Co. have let a contract for the erection of a new elvtr. to replace the one burned Aug. 23. The elvtr. is to be of iron, wood, and concrete, and will be completed in about three months.

Monroeville, Ind.—I have bot the elvtr., hay and coal business of DeBolt & Niswonger, and will do business under the name of L. A. DeBolt. I am installing a large Sprout-Waldron 3 High Roller Feed Mill and making other changes.—L. A. DeBolt.

Indianapolis, Ind.—The following firms have been elected to membership in this Ass'n: John Gienger & Co., Jefferson, Ind.; Charlestown Mfg. Co., Charlestown, Ind.; Stafford Grain Co., Portland, Ind.; Louis Hartman & Sons, New Albany, Ind.; Eberts Grain Co., Nabb, Ind.—Chas. B. Riley, sec'y, Indiana Grain Dealers Ass'n.

IOWA

Ware, Ia.—The Quaker Oats Co. is remodeling its elvtr.

Plessis, Ia.—The Quaker Oats Co. is remodeling its elvtr.

Bancroft, Ia.—The Quaker Oats Co. is installing a 10-ton Fairbanks Scale.

Meriden, Ia.—The Quaker Oats Co. is overhauling its plant.

Mapleton, Ia.—The Farmers Elvtr. Co. has ceased operating.

Modale, Ia.—The Modale Elvtr. Co. has succeeded Sharpneck & Co.

Melvin, Ia.—The Davenport Elvtr. Co. has been bot by Mr. Henderson.

Rhodes, Ia.—The Iowa Grain Co. has succeeded E. L. Tribby in the grain business.

Bailey, Ia.—The grain business of W. F. Jordan is being conducted by Mr. Solon.

River Sioux, Ia.—Paul Bower has succeeded S. P. Stark as mgr. for the Farmers Elvtr. Co.

Inwood, Ia.—Lightning on Aug. 28 caused small damage to the elvtr. of Kline Bros. Grain Co.

Buckgrove, Ia.—H. G. Scott, of Dow City, has taken over the elvtr. of Paul Schoening.

Oskaloosa, Ia.—W. P. Blackford is erecting a flour storage house and making improvements.

Leeds, Ia.—A corn drying plant is being constructed for the American Pop Corn Co. by Hoag & Co.

Jamaica, Ia.—We will make only minor repairs in our elvtr. this year.—Farmers Grain & Coal Co.

Ogden, Ia.—Charles H. Williams has succeeded F. O. Ray as mgr. of the Farmers Co-operative Elvtr. Co.

Brooks, Ia.—Marshall Norcutt has sold his interest in the grain firm of Norcutt & Strain, to John Strain.

Grandview, Ia.—The Liberty Grain Co. has obtained lease on the elvtr. property of the Grandview Elvtr. Co.

Rowan, Ia.—It is my intention to equip the elvtr. with electric power and make other improvements.—J. Patton, Jr.

Washta, Ia.—Work on a 25,000-bu. elvtr. being built by the Quaker Oats Co. has commenced. Hoag & Co. has the contract.

Highland Center, Ia.—The Highland Center Farmers Ass'n. has bot the grain business of the Broadwell Lumber & Grain Co.

Hardy, Ia.—The new 30,000-bu. concrete elvtr. being built for the Farmers Elvtr. Co. is nearly completed. Contract was let to Hoag & Co.

Dumont, Ia.—The Farmers Elvtr. Co. will build a feed and flour warehouse, 28x30 feet, of cement and brick construction. The building will be rat and fire-proof.

Ashton, Ia.—E. H. Huibregtse, formerly mgr. for the Farmers Co-operative Ass'n at Sheldon, is now managing the Farmers Elvtr. Co. here.

Ute, Ia.—A meeting was held Aug. 29 to organize a farmers elvtr. company. C. P. Dowling was chosen to plan the erection of the elvtr.

Schaller, Ia.—Work has commenced on the construction of a corn handling plant for the American Pop Corn Co. Contract was let to Hoag & Co.

Hamburg, Ia.—Mr. Wirt Reid of Noble & Reid recently disposed of his elvtr. interests and is now engaged in the furniture and hardware business.

Mechanicsville, Ia.—The Jurgenson Grain Co. of Olin has purchased the elvtr. of the King Wilder Grain Co. which business was formerly operated by W. G. Dallas.

Orange City, Ia.—The new 15,000-bu. elvtr. and feed shed annex built by Nicholas Jelgerhus, will be operated as Jelgerhus Elvtr. Co.—Farmers Mutual Co-operative Co.

Flugstad, Ia.—Due to excessive loading, the elvtr. of the Flugstad Farmers Grain Co. slipped off its foundation, damaging the building to such an extent that it will have to be entirely rebuilt.

Burlington, Ia.—Mellinger & Sheldon will erect an elvtr. near their farm. The Burlington route is to furnish them a side-track. The material necessary is available and work will begin at once.

Dedham, Ia.—W. B. Loeltz, who has been mgr. for the Farmers Elvtr. Co., has bot an interest in the Bourse Grain & Lumber Co., and he has been succeeded as mgr. for the Farmers Elvtr. Co. by Geo. Wycoff.

Plover, Ia.—L. T. Anson, recently appointed mgr. for the Farmers Grain & Coal Co. has resigned his position. He will return to his home to run his father's farm in the absence of his brother who is in the army.

Riverside, Ia.—The Washington Oats Co. is the name of the new concern now operating the plant formerly occupied by the Washington Cereal Co., which firm ceased operations about Jan. 1. The property has been overhauled. I am owner and mgr. of the new company.—C. P. Evans.

Sioux City, Ia.—Plans for the establishment of elvtrs. here, with the intention of making this one of the important grain markets of the middle west, were discussed at a meeting of the Sioux City Real Estate Ass'n Sept. 11. Short speeches were made by M. King, of the King Elvtr. Co., C. C. Flanley, of the Flanley Grain Co., and others.

Sioux City, Ia.—A meeting of Sioux City grain men was held at the Commercial Club Sept. 14, to discuss the suitability of a tract of land on East Fifth street as a site for the new grain terminal. The tract has a 600-foot frontage on the Great Northern-Burlington tracks. It is imperative that facilities for the storage of grain be provided at once.



Bill your next Car of Grain
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GRAIN COMMISSION
MILWAUKEE

Onawa, Ia.—Harper & Murphy's I. C. elvtr. burned Sept. 12. Close to 6,000 bus. of wheat and nearly 5,000 bus. of oats and corn were stored in the elvtr. at the time. The fire is supposed to have started from a motor in the top of the building. The building and contents were both covered by insurance.

KANSAS

Junction City, Kan.—S. Bucknell is mgr. for the Farmers Union Elvtr. Co.

Belle Plaine, Kan.—The Consumers Mill & Elvtr. Co. has opened for business.

Atchison, Kan.—The Blair Elvtr. Co. is equipping its house with dust collectors and ventilator.

Lebo, Kan.—Fire destroyed the engine house and damaged the elvtr. of John M. Black, Sept. 21.

Lawrence, Kan.—A flour and corn mill is being built on the property of Mayor Geo. L. Kreeck.

Arkansas City, Kan.—A. E. Allard is mgr. of the Arkansas City Farmers Union Co-operative Ass'n.

Summerfield, Kan.—I have taken charge as mgr. of the Farmers Union Co-operative Ass'n.—A. C. Rapp.

Winifred, Kan.—G. J. Tangeman has succeeded Ralph McAtee as mgr. for the Farmers Co-operative Ass'n.

Clafin, Kan.—The capital stock of the Clafin Co-operative Grain, Fuel & Stock Co. has been increased to \$20,000.

Elbing, Kan.—The elvtr. of the Larrabee Flour Mills Corp. is being repaired and put in readiness for fall operation.

Wilson, Kan.—Slight damage was caused the Farmers Elvtr. Co. recently, due to spontaneous combustion in coal pile.

Sterling, Kan.—Grant Mowrey, formerly of Raymond, has succeeded W. R. Ather-ton as mgr. for the Farmers Elvtr. Co.

Sabetha, Kan.—Fielding Barnes and son, Frank, have leased the elvtr. of Tom Pace and will operate as Barnes & Son Co.

Sherdahl sta. (Scandia p. o.), Kan.—L. W. Squire, formerly of Courtland, is mgr. for the Farmers Union Co-operative Ass'n.

Muscotah, Kan.—The old elvtr. abandoned by A. H. Calvert on the completion of his new concrete elvtr. was burned Aug. 30.

Walker, Kan.—The Farmers Grain & Co-operative Union purchased the plant of Shellabarger Mill & Elvtr. Co., and H. E. Baxter will be manager.

Beulah, Kan.—This elvtr. has changed hands and is now controlled by the Crawford County Farmers Union Co-operative Ass'n. Glen Hnydman is agt.

Severance, Kan.—I am now employed at the A. J. Elvtr. Co. My successor as mgr. for the Farmers Union Elvtr. Co., at Washington, is Cal Evans.—E. P. Lowe.

Reserve, Kan.—I am now mgr. of the Reserve Farmers Union Co-operative Ass'n. B. W. Marker succeeds me as mgr. of the Farmers Elvtr. Co. at Fairview.—T. C. Cook.

Jetmore, Kan.—J. E. Reed has removed to St. John where he will be mgr. for the Farmers Grain & Coal Co. His successor as mgr. of the Jetmore Co-operative Co. is J. E. Reed.

Scandia, Kan.—The Wyman & Johnson Grain Co. has been dissolved. Mr. Wyman will continue in business here, operating both elvtrs. The elvtr. owned by them at Republic, Kan., has been sold to H. E. Clark.

Black Wolf, Kan.—Jason Griffith has accepted a position with the Trego County Grain Ass'n. as county mgr. for their line of elvtrs. He will be located at Voda. L. F. Ptacek will succeed Mr. Griffith as mgr. for the Black Wolf Grain & Supply Co.

Hutchinson, Kan.—The Reno Flour Mills have moved into their new quarters, suite 610-611 of the Rorabaugh-Wiley building. The milling department is in charge of J. E. Damon. The new mill is nearing completion and is expected to be grinding in the near future.

The following applications for membership have been received and approved by our Board of Directors since July 18: Farmers Union Elvtr. Co., Lawrence, Neb.; Farmers Co-op. Co., Windom; Farmers Co-op. Union, Lyons; Farmers Union Co-op. Ass'n. Paradise; Farmers Fuel & L. S. Co., Pawnee Rock; Garfield Co-op. Co., Garfield; Kinsley Grain & Lumber Co., Kinsley; Mitchell Grain & Supply Co., Mitchell; Farmers Co-op. Merc. Co., Russell; Farmers Grain & Coal Co., St. John; Independent Co-op. Grain & Merc. Co., Stafford; Hutchings Grain Co., Salina; Burke Grain & L. S. Co., Little River; Thos. Ryan, Brownell; Elmore Lumber Co., McCracken; Farmers Union Merc. & S. A., Stockton; Sherdahl Co-op. Ass'n. Sherdahl (Scandia p. o.) F. C. Ayres Merc. Co., Denver, Colo.; Firestone & Robinson, Wakarusa; J. M. Patterson & Son, Carbondale.—E. J. Smiley, sec'y Kansas Grain Dealers Ass'n.

KENTUCKY

Louisville, Ky.—The Kentucky Feed & Grain Co. has increased its capital from \$10,000 to \$50,000.

Louisville, Ky.—The Glencoe Co. has taken over and converted the Glencoe Distillery into a malt syrup factory.

Lexington, Ky.—The James E. Pepper Distilling Co. has resumed operations, but exclusively on government alcohol.

Lexington, Ky.—The Blue Grass Commission Co. will build a 25,000-bu. addition to their elvtr. The contract was let to the Burrell Engineering & Construction Co.

MARYLAND

Baltimore, Md.—J. Barry Mahool was recently elected president of the second branch of the Baltimore City Council, which position carries with it the presidency of the Board of Estimates.

MICHIGAN

Petoskey, Mich.—J. J. Hankey, proprietor of the Hankey Milling Co., died Sept. 13.

Milliken, Mich.—McNaughton & Peabody are remodeling their mill department.

Kaleva, Mich.—Harry Dodd, of Copemish, is building a grain and bean elvtr. at this station.

Sanford, Mich.—Chatterton & Son, of Mt. Pleasant, has bot the elvtr. of W. H. Allswede.

Grand Rapids, Mich.—The Voigt Milling Co. is building a warehouse which will face the new siding just installed by the Michigan Ry.

Applegate, Mich.—I am still manager here. Will be located temporarily at St. Louis to await arrival of new mgr.—Geo. F. Young, mgr. Bad Axe Grain Co.

Almont, Mich.—Frank Bishop & Son, dealers in hay, feed and seeds, and F. W. Ring, dealer in grain and beans, will operate under the name Bishop & Ring.

Detroit, Mich.—D. M. Cash, sec'y. of the Swift Grain Co. has accepted an offer from the Urmoston Grain Co. of Indianapolis, Ind. and will enter their employ Oct. 1.

Detroit, Mich.—The Commercial Milling Co. has purchased the Dawson mill including water rights on the Clinton River, for \$23,000. The firm will continue to operate it.

Allegan, Mich.—Leon Kolvord has bot the elvtr. belonging to the Sherman estate. Possession was taken Sept. 1. The property will be used for handling grain and storage feed.

Au Gres, Mich.—We have just completed our new elvtr. of 10,000-bu. capacity, and have installed modern machinery and appliances to minimize overhead expense.—Au Gres Elvtr. Co.

Akron, Mich.—Lee Watson, formerly mgr. for Crawford & Co., Breckenridge, has succeeded Eugene A. Hess as mgr. of the Hess Elvtr. Co. A. D. Eddy is pres.; W. J. Biles, sec'y-treas.

MINNESOTA

Skyberg, Minn.—E. E. Hunt is now mgr of the McLaughlin Elvtr. Co.

Wanamingo, Minn.—W. G. Leonard is now agt for the R. E. Jones Co.

Lakeland, Minn.—The elvtr. of the R. E. Jones Co. is again in operation.

Sanborn, Minn.—A. M. Gagen has leased the Atlas Elvtr. Co. for the season.

Madison, Minn.—The Powers Elvtr. Co. will remodel this fall.—H. S. Bragg, agt.

Battle Lake, Minn.—A local grain elvtr. has been bot by Martin Jacobson of Minneapolis.

Grove City, Minn.—The Powers Elvtr. Co. purchased the elvtr. of the State Elvtr. Co. here.

Hendrum, Minn.—Dan Brattland is mgr. for the Hendrum Farmers Co-operative Grain Co.

Lake City, Minn.—The new cleaning house of Tennant & Hoyt Co. has just been completed.

Mahnomen, Minn.—An electric motor is being installed in the plant of Mahnomen Elvtr. Co.

London, Minn.—The Speltz Grain & Coal Co. has installed new cleaning machinery in the elvtr.

Foxhome, Minn.—B. G. Southall is repairing the Armenia Elvtr. which he recently purchased.

Lanesboro, Minn.—C. E. Gillen has leased the elvtr. formerly operated by the La-Crosse Grain Co.

Kasson, Minn.—Christensen & Muldown have bot the business of Louis Erickson and have retained his services.

West Concord, Minn.—A. Bringgold has succeeded Chas. Wheeler as mgr. of the Farmers Mercantile & Elvtr. Co.

Eyota, Minn.—The elvtr. of G. W. Van Dusen & Co. has been bot by H. W. Ibings, who is operating the plant.

Hills, Minn.—The Hills Mercantile Co. is building a new concrete elvtr. of 35,000 bus. capacity. Hoag & Co. has the contract.

St. James, Minn.—The Grain Co. of St. James, of which Carl Serkland is mgr., expects to have the new elvtr. finished by Oct. 15th.

New London, Minn.—The New London Milling Co.'s new elvtr. is completed. A 15-h. p. Fairbanks Oil Engine will furnish the power.

Wanamingo, Minn.—Olaf Lund has resigned as mgr. for the R. E. Jones Co., and has been succeeded by W. G. Leonard, of Milville.

West Concord, Minn.—Chas. Wilson has bot an interest in the Arthur Wilson elvtr. The plant will be operated as the Wheeler & Wilson Elvtr. Co.

Shakopee, Minn.—The Buchanan Grain Co. incorporated; capital stock \$50,000. Incorporators, Wm. Fulton, C. T. Buchanan and P. M. Marshall.

Shakopee, Minn.—The Buchanan Grain Co. has incorporated and bot the elvtr. of Shane Bros. & Wilson Co.—C. T. Buchanan, sec'y and mgr.

Alvarado, Minn.—A. H. Nystrom and F. D. Dahlgren, having bought the Atlantic Elvtr., and will operate it under the name of Independent Grain Co.

Hatfield, Minn.—The 35,000-bu. concrete elvtr. built by Hoag & Co. for the Farmers Co-operative Elvtr. Co. is completed. J. E. Vanderberg is mgr.

Bombay (Kenyon p. o.), Minn.—Henry W. Smith is now manager of the Farmers Mercantile Elvtr. Co., having recently moved here from Osakis, Minn.

Norwood, Minn.—The Security Elvtr. has been leased to farmers interested in the organization of a company. H. C. Franck is pres., E. W. Glaeser, sec'y-treas.

Hutchinson, Minn.—The Powers Elvtr. Co. has made numerous improvements in its elvtr. A large feed house and coal sheds have been built, and the entire plant shingled and painted.—Martin Paulson, agt.

Pennock, Minn.—The Farmers Elvtr. Co. has purchased the scale and engine house from the New London Mfg. Co. and will install the scale in its new coal shed.

Kent, Minn.—The Kent Elvtr. Co. was sold during the summer to A. A. Hagenson, of Barnsville, Minn.—Ed. Greinier, agt., Imperial Elvtr. Co. (Romney, Minn.), Kent p. o.

St. Hilaire, Minn.—Additional storage has been provided at the elvtr. of the Red Lake Falls Milling Co. Another improvement is the installation of a 10-h. p. electric motor.

Leonard, Minn.—The K. & R. Elvtr. Co., of which Mr. Rudser was proprietor, has been sold to the Farmers Co-operative Produce Co. and will be under the management of G. O. Lundmark.

Madison, Minn.—The Madison Farmers Merc. & Elvtr. Co. has installed an 8-ton Howe Scale and is remodeling.—Perrin & Lee, Montevideo, Minn.

Roseau, Minn.—The Farmers Elvtr. Co., of which Paul Anderson is mgr., has built a new engine house and installed a Fairbanks Morse 10-h. p. Type Z engine. The company's office building also has been enlarged.

Eldred, Minn.—Our new elvtr. is now in running order. We have installed a new spout-holder and have handled 60,000 bus. in three weeks' time. We are closed at present time on account of not getting cars fast enough to load out.—J. O. Nyberg, mgr., Farmers Elvtr. Co.

Dale, Minn.—The Farmers Elvtr. Co. at Dale was built by the Hawley Farmers Elvtr. Co., of Hawley, a town 5 miles distant. The elvtr. that was owned by Monarch Elvtr. Co. (Dale) was burned April, 1918. The Hawley Farmers Elvtr. and the Farmers Elvtr. Co., of Dale, are one concern. Mr. John Fredlund is mgr. for the Hawley Farmers Elvtr. Co. The report that I bought this elevator is incorrect, I am mgr. for the Farmers Elvtr. Co.—Theo. N. Olson, mgr. at Dale.

DULUTH LETTER.

John T. Culhane has been admitted to membership in the Board of Trade, and the memberships of R. R. Ebmer and Guy E. Warren have been transferred.

Duluth, Minn.—Elvtr. B and annex, and elvtr. H, owned and operated by the Consolidated Elvtr. Co. have been declared regular under the rules of the Board of Trade.

Duluth, Minn.—James F. Barry has applied for membership in the Board of Trade. Mr. Barry was with the Western Union Telegraph Co. on the trading floor eleven years. Recently he accepted a position with Jackson Bros. & Co.

MINNEAPOLIS LETTER.

Minneapolis, Minn.—The elvtr. of the Union Elvtr. Co. has been remodeled and repaired.

Minneapolis, Minn.—The Riegger Grain Co. has moved its offices to the Flour Exchange Bldg.

Minneapolis, Minn.—E. J. Sprouts, formerly with the Marfield Grain Co., is now with the H. Poehler Co.

At a meeting of the Board of Directors of the Chamber of Commerce on September 10, the following proposed amendment to the rules was approved by the Board of Directors. A meeting of the Association was called for Friday, September 20, to vote upon the proposed amendment, the polls to be open between the hours of 10 a. m. and 3 p. m. Amend Section 1 of Rule II of the general rules of the Association by adding the following at the end of section 1: Provided that on all sales of rye for future delivery, No. 1 rye may be delivered. That contracts for rye made prior to September 21, 1918, shall, for the purpose of identification, be termed "old," to distinguish them from contracts entered into for rye for the same future month's delivery after this new rule takes effect, on September 21, 1918, which contracts be termed "new."

Mr. J. H. McLean, formerly sec'y-treas. of the Scroggins-McLean Co., has withdrawn and purchased the interest of Mr. M. E. Scroggins in the Grain Growers Elvtr. Co.

Minneapolis, Minn.—At a meeting of elevator men, millers and grain men held Sept. 11 an appeal was considered for Minneapolis citizens to shovel grain in an effort to clear up terminal congestion.

Minneapolis, Minn.—Frank J. Seidl has resigned his position as general mgr. of the Gould Grain Co. and has gone into business under his own name, with offices in the Flour Exchange. Frank Blodgett succeeds him as mgr. of the Gould Grain Co.

MISSOURI

Urich, Mo.—P. C. Ewing is mgr. for the Farmers Milling & Elvtr. Co.

Passaic, Mo.—Geo. E. McCarthy is now mgr. for the Passaic Elvtr. Co.

Norborne, Mo.—Arch Winkler is now mgr. of the R. V. Seward Grain Co.

Caruthersville, Mo.—G. W. Hart will be the manager of the new elvtr. being built here.

Mayview, Mo.—We are building a new addition to our warehouse.—Eagle Mill & Elvtr. Co.

St. Joseph, Mo.—The Grain Belt Mills have purchased two Hall Signaling Grain Distributors.

Bragg City, Mo.—The Little River Farms Co. will equip its elvtr. with a Hall Signaling Grain Distributor.

Monett, Mo.—The Monett Mill & Elvtr. Co. will build an addition to the elvtr., increasing its present storage capacity.

Houstonia, Mo.—C. T. McConnell has purchased S. E. Houchen's interest in the firm. We have increased our capital stock to \$20,000.—Lee H. Stiles, Farmers Elvtr. Co.

New Florence, Mo.—The interest of T. M. and Clay Marlow in the business of the New Florence Mill & Elvtr. Co. has been bot by E. D., W. E., and J. L. Bush, who have taken charge.

St. Joseph, Mo.—A new warehouse will be built by the Schreiber Milling & Grain Co. to replace the one destroyed by fire Sept. 6. The fire is believed to have started from defective wiring.

Lowry City, Mo.—The Farmers Mill & Elvtr. Co. incorporated; capital stock, \$10,000. Incorporators, J. D. Snyder, J. C. Nesbit, J. E. Beardsleeve and others. An elvtr. and mill will be built.

KANSAS CITY LETTER.

Kansas City, Mo.—P. B. Harper, formerly with the Moss Grain Co., will be associated with the Croysdale Grain Co.

Samuel Hardin, formerly engaged in the grain business here, has returned from Wichita, Kan., after a venture in oil, and will engage in the grain business.

According to a wire from Speaker Champ Clark received by George S. Carkener, of Goffe & Carkener, his son, Stuart, died Aug. 1 from wounds received in battle in France July 30. A letter was received from Stuart's "bunkie" mentioning his death, and the father began to make telegraph inquiry for confirmation.

At the regular meeting of the directors of the Board of Trade held Sept. 10 it was voted that, at the ringing of the gong at 11 a. m. each day, all activities on the trading floor shall cease for 1 minute for silent prayer for allied victories and a speedy termination of the war. It also is the wish of the directors that this Angelus shall be observed in each of the offices of members of the Board of Trade.

ST. LOUIS LETTER.

R. M. Hall of Peoria, Ill., is now associated with the Picker & Beardsley Commission Co. as traveling representative.

Angus A. Clark, for six years connected with the St. Louis Grain Clearing Co. will enter the employ of the R. L. Canole Grain Co. Oct. 1.

The Canole-Weiler Grain Co. has been dissolved. R. L. Canole and Chas. G. Weiler will continue in business, operating under separate names.

MONTANA

Bozeman, Mont.—The Gallatin Valley Mlg. Co. has dissolved its incorporation.

Wheat Basin (Billings p. o.), Mont.—I am agt. for the Occident Elvtr. Co.—Emil Reiner.

Twodot, Mont.—H. H. Day has succeeded C. O. Cook as mgr. of the Equity Co-operative Ass'n.

Miles City, Mont.—We have just completed a new grain elvtr. with a capacity of 40,000 bus.—Miles City Milling & Elvtr. Co.

Frazer, Mont.—F. J. Tyner, of Oswego, has leased the Imperial Elvtr. here and will operate it until his own elvtr. is completed.

Shawmut, Mont.—The Montana Equity Elvtr. Co., Great Falls, Mont., has taken over the elvtr. of Mont. Elvtr. Co. of Lewistown.—A. C. Kaugmann, mgr.

Scobey, Mont.—I have resigned my position with the Great Western Grain Co. at Portland, N. D., and am now agt. for the Montana & Dakota Grain Co.—Peter Hellin.

Reserve, Mont.—Viggo Peterson is now agt. for the Montana & Dakota Grain Co. I will quit the grain business soon.—Jas. Nelson, former agt., Montana & Dakota Grain Co.

Devon, Mont.—There are only two elvtrs. at this station, the St. Anthony & Dakota, W. Schrouler agt., and the International Elvtr. Co., J. E. Olson, agt. The Gallatin Valley Mlg. Co. and the Montana Emporium Co. are closed.

Ingomar, Mont.—I operate the elvtr. here, and the one at Sumatra, spending three days at each place. Mr. A. Markuson divides his time between the elvtrs. at Forsyth and Melstone.—Shelby Wright, agt. Musselshell Valley Grain Co.

Norris, Mont.—I am now mgr. for the Montana Equity Elvtr. Co. The firm is contemplating the erection of a large elvtr. and warehouse next spring. Besides grain, it will handle flour, coal, salt and oil tanks. This firm was formerly owned and operated by the Norris Mercantile Co., now out of business.—T. J. Sallom.

NEBRASKA

Rosemont, Neb.—J. C. Walls is now agt. for Koehler-Twidale Elvtr. Co.

Wilber, Neb.—The Urdike Grain Co. recently installed an electric motor.

Cornlea, Neb.—G. A. Peters is now mgr. for the Farmers Grain & Lumber Co.

Gretna, Neb.—Lorenz Stahl has been appointed mgr. of the Gretna Elvtr. Co.

Potter, Neb.—The Farmers Grain & Milling Co. is now located in its new office.

Stratton, Neb.—Mr. Gardner is mgr. for the Farmers Grain Lumber & Supply Co.

Schuyler, Neb.—Work on the new elvtr. of the Farmers Grain Co. is being pushed.

Crete, Neb.—The Farmers Union will build an elvtr. on the B. & M. right of way.

Winnebago, Neb.—Farmers Elvtr. & Co-operative Ass'n incorporated; capital stock, \$50,000.

De Weese, Neb.—I am now mgr. of the Farmers Co-operative Grain Co.—James Wright.

Primrose, Neb.—C. H. Robinson has resigned his position with the T. B. Hord Grain Co.

Niobrara, Neb.—J. H. Marvin formerly in the grain business here, has removed to Ainsworth.

Tarnov, Neb.—We are contemplating the erection of a new elvtr., to be built in 1919.—Farmers Elvtr. Co., F. W. Kusek, mgr.

Waco, Neb.—The Waco Elvtr. & Grain Co.'s coal sheds burned recently with 150 tons of coal.

Davey, Neb.—The Farmers Co-operative Grain Co. has finished building a large lumber shed.

Hooper, Neb.—I have taken over the management of the Hooper Mill & Grain Co.—H. H. Boyd.

Phillips, Neb.—The Urdike Grain Co. will install a Hall Signaling Grain Distributor in its elvtr. here.

Ord, Neb.—I have succeeded E. B. Weekes as mgr. for the Shotwell Mfg. Co.—Frank M. Judd.

Chappell, Neb.—Otto Brooks has succeeded Russ Williams as mgr. for the Deuel County Elvtr. Co.

Hildreth, Neb.—Wm. Keyser is now the agt. of the J. W. Anderson Grain Co., Al Vannier having resigned.

Ord, Neb.—W. M. Costello, treas. and mgr. of the Farmers Grain & Supply Co., has tendered his resignation.

Nehawka, Neb.—Spontaneous combustion in coal pile recently caused small damage to the plant of Nehawka Grain Co.

Coleridge, Neb.—John Sexton has succeeded Guy F. Briggs as mgr. for the Farmers Grain & Live Stock Ass'n.

Norfolk, Neb.—A 35,000-bu. elvtr. has just been completed by Hoag & Co. for the Farmers Grain & Live Stock Co.

Spencer, Neb.—A reorganization of stockholders and an increase in capital is contemplated by the Farmers Elvtr. Co.

Bridgeport, Neb.—Work has been delayed on the construction of the G. H. Watkins' elvtr. because of the scarcity of labor.

St. Libory, Neb.—J. F. Beckman has resigned as mgr. of the Union Grain Co. No successor has been appointed as yet.

Pleasant Dale, Neb.—Fire caused by lightning slightly damaged the plant of the Farmers Co-operative Elvtr. Co. Sept. 1.

Valparaiso, Neb.—The Valparaiso Grain & Lumber Co. has finished building additional coal storage bins and lumber sheds.

Palmyra, Neb.—Winn McCart was struck upon the head by a falling two-by-four, and badly cut while working at the elvtr.

Glenvil, Neb.—I have been elected mgr. of the Farmers Union Co-operative Co., to succeed John Egbert.—Wm. Spencer, mgr.

Arapahoe, Neb.—Charles Fuller, mgr. and sec'y of the Farmers Co-operative Grain Ass'n, died recently after an illness of one year.

Phillips, Neb.—The Urdike Grain Co. is tearing down the old elvtr. and mill and will use the lumber in the construction of a new plant.

New Castle, Neb.—A. H. Hillis, of Ponca, has purchased the grain elvtr. of Wilkinson & Leubben and appointed Arthur Bray mgr.

Hartington, Neb.—Ruben Anderson has resigned his position at the Farmers Union Exchange and will devote his entire time to other business.

Red Cloud, Neb.—Hubert Nuerberg offered the Diamond Milling & Elvtr. Co., buildings and sheds, at public auction on the premises, Sept. 14.

Steinauer, Neb.—The Steinauer Mill & Elvtr. Co. is putting in a new cement pit, new elevator boot and a sheller. The work is about completed.

Aurora, Neb.—G. A. Peters has resigned as agt. for the Urdike Grain Co. to accept a similar position with the Farmers Grain & Lumber Co. at Cornlea.

Lincoln, Neb.—Fire caused considerable damage to the elvtr. of DeWitt Grain Co. Sept. 8. About 16,000 bus. of grain was damaged by water and smoke. Loss about \$75,000.

Mercer, Neb. (Valley p. o.)—I am building concrete elvtr. to take the place of old one, only one here. Capacity is 17,000 bu. I will take down old frame elvtr. when new one is completed which will be in about six weeks.—N. A. Johnson.

Stockholm, Neb.—O. T. McConaughy has resigned his position as mgr. of the Farmers Elvtr. Co. S. H. Riker will take charge until a new mgr. can be found.

Comstock, Neb.—Farmers Union Grain Co. has placed order for an entire set of modern machinery to be installed in the company's new elvtr. now in course of construction.

Dunning, Neb.—We have not let the contract for the erection of an elvtr. yet. At present we are building a warehouse to use until elvtr. can be built.—Farmers Elvtr. Co., G. H. Ocker, pres.

Parks, Neb.—Fred Fish, present mgr. for the Haigler Equity Exchange, at Haigler, has accepted a position with the Equity Exchange here and will enter its employment Oct. 1. Chas. Balderson will succeed him at Haigler.

Lincoln, Neb.—Fire broke out in the buildings owned by the DeWitt Grain Co. Sept. 7 resulting in a loss of \$45,000. The elvtr. was full and practically all of its contents were destroyed. The fire is believed to have been started by an incendiary.

Firth, Neb.—The Farmers Grain & Coal Co. is erecting a cribbed elvtr. of 25,000-bu. capacity, equipped with 15-h. p. engine, 6-ton Fairbanks Wagon Scale, 10-bu. Richardson Automatic Scale, No. 3 Eureka cleaner and rope drive. Contract was let to W. C. Bailey.

Snyder, Neb.—Chris Roesch, employed by the Crowell Lumber & Grain Co. suffered a fracture of the leg, and other injuries, when a manlift in which he was riding dropped forty feet. Going down Mr. Roesch grabbed the cable and his hands were burned to the bone.

Leigh, Neb.—Herman Hamel, of Herrick, S. Dak., who has been appointed local mgr. for the Nye-Schneider-Fowler Co., was unable to retain the position as he has been called for military service and expects to locate at Pierre, Neb., as clerk to a District Exemption Board.

Phillips, Neb.—On account of railroad moving to south side of town, our elvtrs. have to change locations. The Updike Grain Co. purchased the old elvtr. building from T. B. Hord and together with their old house are building one on new site. We are erecting a new 20,000-bu. elvtr. and whse. with modern equipment.—Phillips Grain Co.

Hastings, Neb.—The building of the plant of the Jackson Mfg. Co. has been definitely abandoned and the material will be sold at private sale. It is estimated that the steel on the ground, and which was to have been used in constructing the mill and elvtr., will invoice close to \$20,000. Work was started on the building some time ago, but nothing has been done on it for several months.

Wilber, Neb.—We are installing a 10-ton truck and wagon scale to accommodate our fast increasing truck trade. Word came from Jess Ames, former assistant mgr., saying that he had landed safely in France. John Nemecek is taking his place. Rudy Zednik, helper at the Updike elvtr. has joined the colors and is stationed at Ft. Riley, Kan.—W. D. Russell, mgr. Farmers Elvtr. Co.

OMAHA LETTER.

Omaha, Neb.—Because of increasing demand by grain interests for space in the Omaha Grain Exchange, all non-grain firms occupying rooms on the first floor have been served notice to vacate.

The Mid-West Grain Co. incorporated; capital stock \$50,000; incorporators, and officers, Chester P. Pederson, pres. and mgr. and W. C. Elmelund, secy.-treas. The new firm will do a general grain business but will specialize on consignments.—C. P. Peterson.

A car of No. 3 white oats sold on the floor of the Grain Exchange at \$1.05 a bushel. The car was consigned to this market by farmers at Kiron, Iowa, to be sold for the benefit of the Red Cross. It was auctioned off to the highest bidder.

The Holmquist Elvtr. Co. in addition to offices in the Omaha Grain Exchange has taken over the rooms formerly occupied by the Borin Grain Co., now located on the first floor of the building.

Miss Madge Husenetter, of Fremont, was quietly married to Walter S. Dawson of this city at the home of her parents in Fremont, recently. Mr. Dawson is a member of the Dawson Grain Co., of this city.

NEW ENGLAND

Taunton, Mass.—Thomas Synan, formerly of the Taunton Grain Co., has sailed for France.

Randolph, Mass.—Charles F. French, a prominent grain man of this city, died Sept. 15th.

Milford, Mass.—James R. Farley has resigned as mgr. for the Milford Grain Co. and has accepted a position as traveling salesman for the Washburn-Crosby Co., of Minneapolis. Wm. St. George is his successor.

NEW MEXICO

Clayton, N. M.—The Trinidad Bean & Elvtr. Co. has opened an office here. F. G. Atkins is in charge.

Silver City, N. M.—The Goodell Co. incorporated to do a general grain and livestock business; capital stock \$2,000; incorporators, D. W. Hammack, T. M. Hammack and Matthew Fowler.

NEW YORK

Clymer, N. Y.—Ben Wassink has closed out his feed and grain business and sold his plant to the Mohawk Condensed Milk Co.—Meyerink & Kolstee.

Port Jefferson sta., N. Y.—The elvtr. and mill of E. H. Rogers was destroyed by fire, Sept. 20. A warehouse 76 ft. distance was not burned. Loss covered by insurance.

New York, N. Y.—The Fried Co. incorporated; capital stock, \$100,000. Incorporators, M. Fried, R. Silberman and E. Lindeman. They will do a general brokerage business in grain, cotton, etc.

NORTH DAKOTA

Sanborn, N. D.—J. H. Welch is now agt. for Andrews Grain Co.

Maddock, N. D.—Willie Olson is mgr. of the Monarch Elvtr. Co.

Maddock, N. D.—J. M. Jensen is mgr. of the Farmers Grain Co.

Genoa, N. D.—The Occident Elvtr. Co. is building an elvtr. here.

Eldridge, N. D.—G. W. Gagerink is now agt. for Powers Elvtr. Co.

Mott, N. D.—The Mott Equity Exchange has bot the Columbia Elvtr.

Sanborn, N. D.—I am now agt. for N. J. Olsen & Sons.—Mike Conway.

Edgeley, N. D.—F. J. Neibauer is now agt. for the Powers Elvtr. Co.

Inkster, N. D.—C. A. Bollinger has taken charge of an elvtr. here.

Sentinel Butte, N. D.—G. A. Josewiki is mgr. for the Farmers Elvtr. Co.

Reeder, N. D.—Mr. Burns has taken charge for the Empire Elvtr. Co.

Flora, N. D.—E. C. Torgerson is now mgr. of the Great Western Grain Co.

Kensal, N. D.—The Kensal Co-operative Co. incorporated; capital stock, \$20,000.

Beach, N. D.—The Co-operative Grain Co. incorporated; capital stock, \$15,000.

Oberon, N. D.—M. H. Oliver will manage the Monarch Elvtr. Co. here this season.

Zap, N. D.—The Farmers Elvtr. Co. is making extensive improvements in its elvtr.

Hoople, N. D.—The Powers Elvtr. Co. purchased the elvtr. of the State Elvtr. Co. here.

Kloten, N. D.—H. E. Olsen has succeeded J. G. Johnson as buyer for the Farmers Grain Co.

Odessa, N. D.—The Grant Grain Co. of Carson has bot the elvtr. of the Western Improvement Co.

McVile, N. D.—We are remodeling our house, putting in new cleaner and Fairbanks Automatic Scale.—Kneifel & Zeevold.

Nekoma, N. D.—Bert Lander has bot an interest in the local business of the Atlantic Elvtr. Co.

Wimbledon, N. D.—H. H. Belcher of Villard, Minn., is now agt. for Osborne, McMillan Elvtr. Co.

Medina, N. D.—W. Weaver, former mgr. of the Medina Milling Co. has moved to Kensington, Minn.

Cogswell, N. D.—F. T. Arrowsmith, who was agt. for the Northwestern Elvtr. Co. has joined the army.

Manfred, N. D.—Christ Stradinger former agt. for the Regan-Lyness Elvtr. Co. has moved to Tuttle.

Hoople, N. D.—J. W. Shinnick, former mgr. of the Equity Elvtr. at Bremen, has charge of an elvtr. here.

Gladstone, N. D.—We have bot the Powers Elvtr. and coal sheds at this place.—Gladstone Equity Exchange.

Donnybrook, N. D.—M. T. Loucks, formerly of Oberon, has accepted a position with an elvtr. company here.

Hague, N. D.—Rochus Hulm will manage the elvtr. recently purchased by John and Joe Buechler from Bagley Bros.

Munich, N. D.—We have installed a new shipping scale and a cleaner in our elvtr.—Farmers Elvtr. Co., J. Burt, mgr.

Jamestown, N. D.—T. T. Bakke, former mgr. of the Andrews Elvtr. at Sykeston, has accepted a similar position here.

Grand Forks, N. D.—The Levant Elvtr. Co. has commenced business with feed mill running. W. M. Jones, pres., W. L. Hoover, sec'y.

Upham, N. D.—W. A. Beltz, formerly mgr. of the Upham Farmers Elvtr. Co., is now located at Carson as mgr. of the Grant Grain Co.

Portland, N. D.—Peter Hellin has resigned his position as agt. for the Great Western Grain Co. and is now located at Scooby, Mont.

Berthold, N. D.—W. E. Tucker has bot the St. Anthony & Dakota Elvtr. here, and will personally conduct the business. He was formerly agt.

Concrete, N. D.—The Farmers Elvtr. Co. incorporated; capital stock, \$6,000; incorporators, O. M. Lawson, R. J. Baulig, Wm. Armstrong and others.

Battleview, N. D.—Mr. Karigaard is the new mgr. of the Farmers Elvtr. Trading Co. H. E. Wicklund, former mgr., has not yet accepted a position.

Overly, N. D.—The officers of the recently reorganized Farmers Elvtr. Co. are Hans Eikens, pres., P. Somgren, sec'y, E. I. Oustad, mgr.—E. Oustad.

Kloten, N. D.—The Kloten Grain Co. operates two houses at this station. T. G. Moore is sec'y-treas. and mgr. H. R. Miller and J. G. Johnson are buyers.

Carrington, N. D.—Anderson & Nelson have placed in operation the elvtr. which they bot from T. H. Cousins recently.—Hammer-Halvorsen-Beier Elvtr. Co., Fred Beier, Sr., mgr.

Litchville, N. D.—K. M. Ellingson, who formerly owned an elvtr. at Sutton as well as Kennedy, Minn., has bot the Duncan Elvtr. here and is at present managing it himself.—E. Eggen, agt., N. J. Olsen & Son.

Menoken, N. D.—C. E. Andrus, former mgr. for the Farmers Co-operative Elvtr. Ass'n has resigned. He will be employed in the same capacity at the Missouri Valley Seed Co., of Bismarck, a newly organized company.

Wimbledon, N. D.—I have been promoted to traveling auditor for Osborne, McMillan Co., succeeding Mr. Bert Crossman who goes to the head office at Minneapolis.—C. A. McBride, formerly agt. Osborne, McMillan Elvtr. Co.

Carson, N. D.—The Grant Grain Co., which recently bot an elvtr. here, has also purchased one at Odessa, both of the Western Improvement Co. I am sec'y and mgr. Home office is at Carson, N. D. I having been moved here from Upham, N. D.—W. A. Beltz.

Gardena, N. D.—The N. J. Olsen Elvtr. was not torn down. It was moved along-side of the Northland Elvtr. Co. The same old buyers are still buying: Northland Elvtr., Herman Boltz; Atlantic Elvtr. Co., Fred Neimeyer; Farmers Elvtr., A. Gankhues.—Herman Boltz.

OHIO

Ohio City, O.—L. Siler is mgr. of the Ohio City Equity Exchange Co.

Hume, O.—The Co-operative Equity Co. recently organized, has bot the elvtr. from George Lepold.

Valley City, O.—We are installing a new Monarch Attrition Mill and electric power.—C. Frank & Steck.

Cincinnati, O.—The assets of the Richter Grain Co. have been appraised at \$83,899.35, and the liabilities \$72,138.50.

Thackery, O.—I have sold my interests in the DeBolt-Niswonger Co. here and at Proctor to Niswonger & Billhimer.—L. A. DeBolt.

Elyria, O.—The Riverside Mfg. Co. incorporated to conduct a grain and milling business; capital stock, \$60,000; incorporators, F. J. Harpster and others.

Plymouth, O.—The Plymouth branch of the Shiloh Equity Exchange will withdraw from that firm and will operate independently as the Plymouth Equity Exchange.

Madison Mills, O.—The elvtr. here was bot by me from W. E. Early, Aug. 23. This elvtr. prior to July 4 was owned by the Weidinger Grain Co.—Robert B. Snow.

New Madison, O.—The New Madison Grain Co. incorporated; capital stock, \$20,000; incorporators S. L. Bookwalter, J. G. Eubank, William Wilt, C. E. Hoff, and Henry B. Gauby.

Columbus, O.—A. Felty has been expelled from the Ohio Grain Dealers Ass'n for refusing to arbitrate a trade difference with another member. The mail vote of the board of directors was unanimous for expulsion.

CINCINNATI LETTER.

Fairmont Grain Elvtr. Co. incorporated; capital stock \$100,000; incorporators, Murray Eisfelder, J. Walter Freiberg, A. C. Gale, Maurice J. Freiberg and E. W. Turner.

We are indebted to Sec'y C. R. Hebble, of the Cincinnati Chamber of Commerce, for a copy of its 69th annual report for the year ended Dec. 31, 1917. The report is very comprehensive in its scope, giving detailed information as to all of the activities of the organization.

We purchased the Fairmont Elvtr. and are doubling its present storage capacity, making some improvements in the old house to speed it up, and building a new concrete house to put our drier in. In conjunction with the elvtr. we have a hay warehouse capable of holding three or four hundred cars per day. J. J. Gartner is general mgr. of the hay department.—The A. C. Gale Grain Co.

OKLAHOMA

Jet, Okla.—The Farmers Exchange has completed a large steel and concrete elvtr. Shattuck, Okla.—J. J. Valloster is mgr. of our elvtr.—Gerlach-Higgins Milling Co.

Mt. View, Okla.—D. E. McBride, former agt. for the Chickasha Milling Co., has quit the grain business.

Richland, Okla.—We are improving warehouse and coal bin.—L. A. Bean, agt., Guthrie Mill & Elvtr. Co.

Bixby, Okla.—The elvtr. of Bower-Brown & Baxter Elvtr. Co. was destroyed by lightning Sept. 1. The loss of \$19,000 on building and grain was covered by insurance.

OREGON

Dalles, Ore.—The new 50,000-bu. grain elvtr. being built for the Dalles Farmers' Co. is nearing completion. The building is of reinforced concrete construction and will be equipped with every modern facility for rapid handling of bulk grain.

PENNSYLVANIA

Pittsburg, Pa.—The Iron City Grain Elvtr. Co. has filed a new tariff of rates with the Public Service Commission making an increase in rates effective Oct. 7. These rates apply principally to storage and sacking.

SOUTH DAKOTA

Spain, S. D.—Claire Stocking is now mgr. of the Marshall Grain Co.

Lesterville, S. D.—No Farmers Co-operative Co. is located here.—X.

Raymond, S. D.—D. C. Pederson is mgr. of the Co-operative Elvtr. Co.

Bradley, S. D.—The Scanlan-McKenney elvtr. has been damaged slightly by fire.

Herrick, S. D.—Clarence Stockwell, of Anoka, Neb., is now mgr. at Farmers Elvtr.

Java, S. Dak.—The new building of the Equity Exchange will be ready for the fall crop.

Henry, S. D.—W. C. Goebel, who sold his elvtr. at Wilsall, Mont. several months ago is now located here.

Fairfax, S. D.—E. H. Weibelhaus is mgr. of the Farmers Union Co-operative Elvtr. Co., a new grain concern.

Belvidere, S. D.—We are not in the grain business. We conduct a general store.—Belvidere Co-operative Co.

Bemis, S. D.—The E. A. Brown Elvtr. Co. is installing new engine. C. F. Pierce is mgr.—Bemis Grain & Stock Co.

Waubay, S. D.—The elvtr. owner by the Farmers Union Elvtr. Co. has been leased to Jas. G. Rathbun, Webster, S. D.

Bowdle, S. D.—The Bowdle Grain Co., formerly known as Mathieu & Bickert & Kraft, is owned and operated by me.—J. G. Kraft.

Philip, S. D.—C. W. Case is pres., and E. A. Morrison, sec'y., treas. and mgr. of the recently incorporated Farmers Co-operative Co.

Meckling, S. D.—Robert Orr, formerly agt. for McCaull-Webster Elvtr. Co., has resigned to become member of firm of Steel Bros. & Orr.

Webster, S. D.—The elvtrs. owned by the Farmers Union Elvtr. Co. here and at Waubay have been leased to Jas G. Rathbun, Webster, S. D.

Winner, S. D.—The Rosebud Grain Co. incorporated; capital stock, \$7,500. Incorporators, G. A. Kositsky, R. H. Kositsky, and W. M. Volkemper.

Kimball, S. D.—The officers of the newly organized Farmers Co-operative Union are, Cort Creech, pres., A. C. Brooks, sec'y., and D. Craft, treas. W. F. Conway is mgr.

Marvin, S. D.—The elvtr. owned by F. M. Davis & Co. of Minneapolis, is operated by Potter, Garrick & Potter, of Webster. Only other elvtr. here is the Farmers Grain & Mercantile Co., K. A. Ramsey, mgr.—

Bemis, S. D.—The Bemis Grain & Stock Co. purchased the elvtr. formerly operated by C. W. Bremer. T. O. Connor is pres., Paul Carstens, sec'y., and A. Wachtel, mgr.—X.

Plankinton, S. D.—Fire, on Sept. 7, destroyed part of the building of the Plankinton Farmers Elvtr. Co., but thru the efforts of firemen and citizens, 35,000 bus. of wheat stored in the elvtr. was saved.

Meckling, S. D.—Steel Bros. & Orr have completed new 15,000-bu. house at this place all up-to-date. We handle grain, coal and live stock. J. W. Steele is pres., L. A. Steele, vice pres., T. J. Steele, sec'y and treas., Robert Orr, mgr.—Steele Bros. & Orr.

Webster, S. D.—The Farmers elvtr., which recently let contract for repairs, is operated under the name of Webster Equity Elvtr. & Trading Co.—Farmers Union Elvtr. Co.

Irene, S. D.—The New London Elvtr. has been purchased by a new organization known as the Farmers Union Grain & Live Stock Buying Ass'n.—Farmers Co-operative Stock Co.

Alcester, S. D.—Tom Ryan's elvtr. burned Sept. 9. Two box cars loaded with grain on a side track near the elvtr., and a large implement warehouse were saved by members of the home guard. The elvtr. was half filled with grain, all of which burned. The fire it is believed, was the work of an incendiary.

SOUTHEAST

Greenwood, Fla.—Work on the erection of a grain elvtr. will be started as soon as a charter is granted.

Wilmington, N. C.—The Mutual Hay & Grain Co. incorporated; capital stock \$25,000; incorporators, J. P. Temple and others.

Bainbridge, Ga.—We have decided to add a dust collector and moisture testers to our equipment.—Davis Elvtr. Co., Jeff Davis mgr.

Mobile, Ala.—Work on the rebuilding of the Mobile & Ohio Railroad's 250,000-bu. grain elvtr. is completed and the plant is now in operation.

Decatur, Ala.—The Brandon Mill & Elvtr. Co., of Marietta, Fla., will build a mill and elvtr. at this place. W. S. Brandon is here making final arrangements.

Greensboro, N. C.—The Richardson Grain Co. incorporated; capital stock, \$50,000. Incorporators, S. L. Richardson, M. A. Richardson and J. L. Wright.

Greenwood, Fla.—The Greenwood Elvtr. Co. incorporated; capital stock, \$12,000. Officers are W. L. Brandon, pres., and Louis B. Smith, sec'y-treas.

Dawson, Ga.—The erection of a grain elvtr. for the use of the farmers of Dawson and Terrell counties is contemplated. It is probable that the plant will be built by private enterprise.

Florence, Ala.—The Lyle-Taylor Grain Co. has ceased to operate its warehouse and corn sheller owing to inability to get laborers. The property has been leased and until conditions are satisfactory the owners will not resume operations.

Eau Gallie, Fla.—Hodgson Bros. Co. incorporated; capital stock, \$10,000. Officers are A. R. Hodgson, pres., E. D. Hodgson, v. pres., J. K. Hodgson, sec'y-treas. The firm will conduct a general grain, feed and merchandise business.

Atlanta, Ga.—The report that the building occupied by A. C. Wooley & Co. was almost completely destroyed by fire recently, was incorrect. The damage was caused by water from the adjoining building, but the fire was prevented from spreading to their property.

Donalsonville, Ga.—We have completed our elvtr., crib type; 20,000 bus. capacity. Equipment includes shuck sheller, Monarch cleaner driven by two 20-h. p. engines. Officers are, F. S. Shingler, pres. and mgr. and Dr. Thos. Chason, v. pres.—Donalsonville Grain & Elvtr. Co.

TENNESSEE

Dyersburg, Tenn.—The Ewel Grain Co. is increasing the capacity of its plant.

Sevierville, Tenn.—The Sevierville Grain & Feed Co. has increased its capital from \$10,000 to \$30,000.

TEXAS

Longview, Tex.—The Farmers & Merchants Grain Co. has been doing business since June 1.

Fort Worth, Tex.—The license of the Union Grain Co. has been revoked for failure to make adjustment on four cars of corn handled for Kemper Mill & Elvtr. Co.

Snyder, Tex.—Scurry County Farmers Co-operative Ass'n. incorporated. Directors, W. N. Blakely, P. Freytag, S. Holly and J. D. Boone. G. A. Glenn is chairman; O. F. Darby, mgr. The firm will do a grain, feed and seed business.

Fort Worth, Tex.—I have resigned my position as assistant mgr. of the J. Rosenbaum Grain Co.'s local office and have organized the Ferguson Grain Co. of which I am mgr. We expect to do a general wholesale grain and feed business, and make a specialty of handling consignments to this market.—C. D. Ferguson.

UTAH

Ogden, Utah.—The Utah Cereal Co. will double the capacity of the plant.

Salt Lake City, Utah.—We have quit the grain business and have not been succeeded by a new concern.—Kay Merc. Co.

WASHINGTON

Manitou sta. (Tacoma p. o.), Wash.—The Northwestern Grain & Warehouse Co. has bot the elvtr. here.

Seattle, Wash.—Walter Hyde will represent the Balfour-Greely Grain Co. in its local office, recently opened.

Mabton, Wash.—The new elvtr. of the Mabton Elvtr. Co. is completed and in operation. The plant is owned by local farmers

Ruff, Wash.—The White-Dulaney Elvtr. & Warehouse Co. is installing bins and other equipment in the plant purchased from the Jantz Grain Co.

Seattle, Wash.—W. W. Robinson, pres. and mgr. of the Robinson Commission Co., died recently and the business will be discontinued.—P. C. Ivey, sec'y.

Diamond, Wash.—Frank Feenan has added to the equipment of his elvtr. a cleaner and dump scales. The capacity of the elvtr. is 28,000 bus. and it is located on his ranch.

Sokulk (Oakesdale p. o.), Wash.—The elvtr. of the Sokulk Elvtr. Co. is about completed. The firm is capitalized at \$10,000; stockholders are H. E. Kendall, C. J. Flood and others.

Walla Walla, Wash.—The Eureka Mills, operated by the Northern Grain & Warehouse Co., has enlarged the milling plant which it operates in connection with its elvtr. from 500 bbls. to 600 bbls. daily capacity.

Connell, Wash.—The elvtrs. we are building at Connell, Emery, Frischnecht, and Mesa will be equipped with recleaners, dump scales, besides regular double leg elevating equipment, 5x9 highspeed cups.—Tri-State Terminal Co.

Hay, Wash.—The elvtr. of Cox & Brandon has been enlarged and numerous improvements made. Its present capacity is 51,000 bus. A 25-h. p. gasoline engine furnishes the power. It is equipped with automatic scales, conveyors and a Marquis No. 60 Cleaner. The contract was let to W. J. Morrell.

Diamond, Wash.—The Diamond Elvtr. Co. has increased the capacity of its elvtr. from 47,000 bus. to 123,000 bus. The equipment of the plant includes a Barnard & Leas No. 6 Cleaner, dump, and Fairbanks Automatic Scales. The plant is operated by electric power. Belt conveyors are used to fill the distant bins. W. J. Morrell had the contract.

Palouse, Wash.—The White-Dulaney Co. of Seattle, which is the grain buying end of the Fisher Flouring Mill Co., has purchased warehouses at this place and points on the Washington, Idaho & Montana railway from C. W. McFarland. The deal includes two houses on the Northern Pacific at Palouse, two at Petlatin, two at Princeton and one at Harvard, in Washington, and one at Joel, Ida. Mr. McFarland has been employed as district mgr. for the company and will make this place his headquarters.

WISCONSIN

Watertown, Wis.—The Globe Mfg. Co. will erect a warehouse addition.

Wesby, Wis.—We will not build or buy any mill this fall anyway.—Farmers Exchange.

Greenleaf, Wis.—A new elvtr. is soon to be placed in operation here by Knapp & Tesch.

Marathon City, Wis.—The Dodge Hooker Mills will install a Hall Signaling Grain Distributor.

Fond du Lac, Wis.—A section of the building occupied by P. F. Boulay & Bros., feed dealers, recently collapsed.

Cross Plains, Wis.—Our firm will be known hereafter as Bowar Bros. instead of Bowar, Endres & Co.—Bowar Bros.

River Falls, Wis.—The Equity Elvtr. & Warehouse Co. is building an addition to the warehouse to be used for storing farm products and grain.

Green Bay, Wis.—The Green Bay Seed & Feed Co. recently organized, will engage in business here. C. A. Olsen, of Milwaukee is the organizer and mgr.

Denmark, Wis.—A large elvtr. and warehouse will be erected by the American Society of Equity on a site leased from the Chicago & Northwestern Railroad.

Plainfield, Wis.—We are remodeling the elvtr. recently purchased from H. P. Walker and have installed new machinery. Our elvtr. is the only one now in operation here.—American Co-operative Ass'n.

Milwaukee, Wis.—New members admitted to the Milwaukee Chamber of Commerce are, Willard P. Broughton, Gardiner B. Van Ness, Curt Kanowsky, Ervin E. Kinkel, Franklin L. Kelchner, Jr., and Herbert B. Courteen.

Hartford, Wis.—We have not purchased the Conrad Werner malt house but have rented it from the owners, Schroeder & Grim, and are using the malt house part as a temporary packing plant for beans and beets.—Hartford Canning Co.

Menominee, Wis.—The Wisconsin Grain & Cereal Co. incorporated, capital stock, \$100,000; incorporators, E. O. Wright, Byron L. Tabot and W. W. Watkins. The firm will buy and sell grain, manufacture flour and feed, buy, lease and own mills, elevators and warehouses.

WYOMING

Gillette, Wyo.—A company is being organized to handle creamery and other farm products; a grain elvtr. is also proposed.

CORN prospects in Guadalajara, Mexico, according to reports dated Sept. 5 are favorable, and promise the best crop in several years. Planting was extensive and there have been fine rains.

SHIPPERS of grain should refrain from bulkheading and shipping different kinds of grain in the same car, except during the spring cutoff season. The average delay in the large terminals to bulkhead cars is ten days, and the War Board has under consideration at this time the advisability of prohibiting the practice except for a period of sixty days. Food Administration Grain Corporation, D. F. Piazek, 2nd vice pres.

PRES. WILSON on Sept. 17 signed a proclamation prohibiting after Oct. 1 the use of any foodstuffs in brewing beer and near beers except malt and hops. After Dec. 1 brewers must cease brewing altogether. Malting for the purpose of manufacturing yeast, vinegar, cereal breakfast foods, malt extract and other such products will be permitted, the food administration states, but no grain shall be malted for these purposes until actual sales have been made. Maltsters are now permitted to purchase grain to cover malting of this character.

War Affecting the Grain Trade.

THE PRATT GRAIN Co., of Kansas City, Mo., has been notified that its food administration license will be restored after Oct. 5.

FARMERS may purchase a year's supply of flour after Oct. 1, according to A. D. Wilson, federal food administrator for Minnesota.

THE AGRICULTURAL appropriation bill was passed Sept. 21 by the House without the provision raising the price of wheat above \$2.20.

JAMES NORRIS of Chicago, Ill., has taken charge of the buying of oats and bran for the forage department of the U. S. Quartermaster's Office.

FOOD ADMINISTRATION licenses of the C. A. Gambrill Mfg. Co., Baltimore, Md., have been revoked for making erroneous reports required of millers.

ANNOUNCEMENT was made recently by the Food Administration Grain Corporation that it would no longer buy grain on f. o. b. basis in New York owing to delays experienced in loading vessels.

THE MILLERS NATIONAL FEDERATION directors and delegates at a recent meeting adopted a resolution that the mixed flour law and the food administration flour mixing regulations are practically unworkable.

Food Administrator Hoover has asked Congress to suspend the law preventing the adulteration of wheat flour, so that mixtures of other wholesome cereals may be made without the burdensome labeling on every small package.

THE ITALIAN GOVERNMENT, by royal decree of May 23, the period of temporary exemption from import duty for grain, flour and cereals has been extended to Dec. 31, 1918. This suspension of duties has continued since February, 1915, being renewed every six months.

THE STATE food administration for Wisconsin on Sept. 14, closed the flour mill, elevator and warehouse of the R. T. Koenig Co., at Watertown, Wis., for 6 alleged violations of the federal food regulations. Three licenses held by the company are said to have been revoked indefinitely.

IN THE commune of Ditschinska, Russia, Red Guards recently attempted to seize the peasants' wheat. The peasants rang the alarm with the church bells, and more than 5,000 peasants, all old soldiers, gathered in response. They surrounded a detachment of 250 Red Guards, which was armed with two machine guns, and slaughtered every man.

MR. CLYNES, the English Food Controller, said Aug. 9 in parliament that the government had great hope of the food situation improving. The potato crop of 1918 is to be taken over Nov. 1. Prices are to be fixed after hearing evidence before a commission which is expected to complete its work early in October. A large quantity of potato flour is to be used for bread making.

THE COST to the state of England's 9 pence loaf has again come up for consideration, and the Select Com'tee on National Expenditure has come to the conclusion that instead of £40,000,000 per annum the cost is likely to be £50,000,000 and probably even £60,000,000. This increase is said not to be due to any former miscalculation, but to rising costs for labor, freight, etc.

ENGLAND'S grain crop this year will be the largest since 1868.

Grain Carriers

C. O. BARNHOUSE of Agosta, O., recently shipped 3,695 bus. of oats in a single carload.

EMBARGOS have been placed on grain to Newport News by the C. & O. R. R., on account of congestion.

THE EMBARGO placed by the New York Central on all rail shipments of grain billed to Buffalo for reconsignment or to be held for orders has been removed.

JUDGMENT for \$300 against the B. & O. S. W. R. R. Co. was awarded the E. B. Conover Grain Co., Sept. 18, in the circuit court at Springfield, Ill., for damages due to delayed movement of corn.

CHICAGO, ILL., Sept. 25.—At the request of the food administration the grain control com'te has temporarily stopped the issuance of permits for shipments of grain.

A BARGE LOAD of wheat will be taken from St. Louis, Mo., Sept. 28 on the departure of the first tow of three boats down the river by the new government barge line to New Orleans.

H. S. NOBLE has been appointed general manager of the canals of New York and New Jersey, with offices at New York City. He was formerly traffic manager of the Great Lakes Transit Corporation.

AN EMBARGO on shipments to grain to Kansas City, St. Louis, East St. Louis and Omaha was placed Sept. 16, by the Railroad Administration, due to some congestion prevailing at those points. Provision was made that shipments might be made to Kansas City on permits.

THE ILLINOIS BARGE BOAT Co. has been formed by a group of Chicago business men to operate boats on the Illinois and Michigan Canal and establish direct water connections between Chicago and Mississippi River points. Two barges of coal are coming thru the canal and regular service is to be established Oct. 1. Service will be limited to small boats until the 65 miles of canal between Joliet and Utica, Ill. is enlarged. Congress has appropriated \$150,000 to improve the Canal.

A BULLETIN issued by C. B. Jenkins, of Noblesville, Ind., chairman of the Com'te on Crop Improvement of the Millers National Federation asks that members of the organization use their influence to encourage the planting of a large acreage of wheat, in order that the splendid crop of this year may be duplicated or exceeded next year. He called attention to the fact that, when the bulletin was issued Sept. 14, a full month remained for wheat seeding.

UNIFORMITY of charges for telephone and telegraph service throughout the country will be undertaken by Postmaster General Burleson. Com'tes were named Sept. 13 to study services and their rates. David J. Lewis, member of the postmaster General's com'te directing the government control of wires, will be in charge of both investigations. On the telegraph rate com'te with him will be John C. Willever, vice president of the Western Union Telegraph Co., and Edward Reynolds, general manager of the Postal Telegraph & Cable Co. Hardy B. Thayer, vice pres. of the American Telephone & Telegraph Co., and Charles Y. McVey, pres. of the Ohio Telephone Co., are the committeemen for the telephone inquiry.

Federal Order on Freight Claims.

W. G. McAdoo, director general of railroads, has issued the following general order No. 41 governing inter-road freight claims for loss and damage:

The following regulations will govern carriers under Federal control in investigating, paying, and accounting for freight claims for loss and damage arising during Federal control. They will not affect the distribution of settlements involving any road not under Federal control, nor the distribution of claims clearly applicable to the period prior to Federal control.

Presentation of claims: Effective September 1, 1918, claims for loss of or damage to freight shall, except as modified in this paragraph, be presented to and settled by the destination or initial carrier. Claims filed with an intermediate carrier, through error, shall be immediately transmitted to the destination carrier and claimant so advised. An intermediate carrier clearly at fault may invite and adjust claims direct. Claims for fire or marine losses shall be referred for adjustment to the carrier responsible and claimant so advised.

Papers necessary to support claims: Claims for loss of or damage to freight shall be made on the standard forms approved by the Interstate Commerce Commission. In the case of loss or damage they shall be supported by original bill of lading, if not previously surrendered to carrier, original paid freight receipt, if issued, original or certified copy of invoice of value, and all obtainable facts in proof of such loss or damage and the value thereof. If any necessary document is lost or destroyed, a claimant shall file a bond of indemnity to cover.

The foregoing provisions having been complied with, loss and damage claims shall be adjusted with the claimant in accordance with the established legal liability, bill of lading, tariff provisions, and Federal regulations, by the carrier to which presented for the account of and without reference to the other carriers interested in the haul, before the completion of other investigations necessary for the purpose of locating responsibility or apportioning the amount paid.

Investigation for development of car seal records in connection with the apportionment of claims between carriers shall be discontinued.

Loss and damage freight claims shall be audited and paid on regularly audited vouchers in same manner as other operating expenses are vouchered. Such vouchers shall be approved for audit by the freight claim agent, and for payment by or under the direction of the officer designated to approve vouchers for payment. Provided, however, loss and damage freight claims may be paid by drafts drawn upon the Federal or local Federal treasurer having jurisdiction within the same limitations which are now in effect and authorized by the officer in charge of such authorization.

Rules prescribed by the Freight Claim Ass'n, except such as conflict with the regulations herein provided, shall govern all carriers under Federal control until otherwise ordered.

THE PRESENT GRADE of red spring wheat is objected to by the Sioux City Board of Trade, which has filed a protest, alleging that much bleached spring wheat of good milling quality is unduly discounted.

A SCAFFOLD on which he was working at the elevator of the Gunnell-Windle Grain Co., St. Joseph, Mo., was struck by a freight car, throwing Jerry Wood to the ground, and permanently injuring him. He has brot suit for \$40,000 damages against the Chicago, Great Western R. R. Co.

CONDITION of French crops on July 1 was announced by the Ministry of Agriculture on Aug. 4. Winter wheat condition was 72; spring wheat, 63; spelts, 72; rye, 73; corn, 62; winter barley, 73; spring barley, 59; winter oats, 68; spring oats, 57; flax, 67; and hemp 63. Condition of these crops on July 1, 1917 was: winter wheat, 61; spring wheat, 65; spelts, 65; rye, 65; corn, 71; winter barley, 63; spring barley, 70; winter oats, 60; spring oats, 70; flax, 67; and hemp, 67. In the report 100 indicates very good; 80, good; 60, fairly good; 50, fair; 30, poor; and 20, bad.

Minneapolis Granted Transit.

As the result of the complaint by Minneapolis grain merchants against the increased rates on coarse grains that city has been granted the following transit arrangements:

CHICAGO BASIS.

Wheat, corn, rye, oats or barley, carloads, originating as indicated below, may be milled, malted, cleaned, stored or otherwise treated in transit at Minneapolis with destination Chicago, Peoria, Milwaukee, Green Bay, Wis., or points taking same rates or arbitraries higher at the following rates from the point of origin to Chicago:

Originating in Montana, the rates applicable on all grain will be the rates on direct shipments to Chicago.

Originating in North Dakota, South Dakota, on and north of the C., M. & St. Paul R. R. Minneapolis to Mobridge, including points west thereof, except C. & N. W. R. R. stations, rates on all grain will be the rates on direct shipments to Chicago.

Originating in South Dakota, on or north of the C. & N. W. R. R., and P. R. C. & N. W. R. R., Elkton to Rapid City, except as covered above as follows: C. & N. W.; P. R. C. & N. W., and C., M. & S. P. R. R. except on or north of line from Minneapolis to Mobridge, the rates applicable will be: on wheat—2½¢ per cwt. higher than rates on direct shipments to Chicago. Coarse grain—Rates on direct shipments to Chicago with the exception that the C., M. & St. P. R. R. will continue present "transit" arrangement on wheat consigned to millers.

On the Great Northern R. R.; Watertown and Sioux Falls Ry. except on and north of line of C., M. & St. P. R. R. Minneapolis to Mobridge, wheat—2½¢ higher than rates direct shipments to Chicago. Coarse grain—rates in effect on direct shipments to Chicago. Present arrangement to be continued on grain milled-in-transit.

Points in South Dakota, south of territory shown above, C. & N. W. R. R.; C., M. & St. P. R. R.; G. N. R. R.; Watertown & Sioux Falls Ry.; Rates applicable—All grain—arbitraries in cents per cwt. higher than rates in effect on direct shipments to Chicago, such arbitraries measuring same difference over direct rate as existed prior to June 25, 1918. Present arrangement is to be continued on grain milled-in-transit.

Points in Minnesota, on and south of the line of the G. N. R. R. Minneapolis to Browns Valley, and on and north of the C., M. & St. P. R. R. Minneapolis to Big Stone City: First, G. N. R. R. All grain—Rates on direct shipments to Chicago. Second—Chicago, Milwaukee & St. Paul R. R.: All grain—Rates on direct shipments to Chicago.

Minnesota, points south of the above line and on and west of the C., St. P. M. & O. R. R., Minneapolis to Elmore, on G. N. R. R.; C. & N. W. R. R. and C., M. & St. P. R. R.: All grain—direct rates or arbitraries above direct rates maintaining same differences over direct rates as existed prior to June 25, 1918.

DULUTH BASIS.

All grain in carloads originating at points in Iowa, S. Dakota, Minnesota, N. Dakota, Nebraska, Kansas (except points on Great Northern R. R.'s Huron, Sioux Falls, Yankton and Sioux City branches) may be milled, malted, cleaned, stored or otherwise treated in-transit at Minneapolis, with destination Duluth, Minn., Superior, Wis., or points taking same rates at the thru rates in effect on direct shipments from point of origin to Duluth.

All grain in carloads originating at points in Iowa, Minnesota and South Dakota on the Huron, Sioux Falls, Yankton and Sioux City branches of the G. N. R. R. may be milled, malted, cleaned, stored or otherwise treated in-transit at Minneapolis with final destination Duluth, Superior, or points taking same rates at 1c per hundred pounds higher than the direct rate from point of origin to Duluth.

Grain will be waybilled to transit station (Minneapolis) at local rate point of origin to Minneapolis and grain or its products reforwarded from Minneapolis at balance of thru rate from point of origin to final destination.

The present transit arrangements of the C., St. P., M. & O. R. R., also the M. & St. L. R. R. will be continued.

THE MIXED flour law will be enforced without modification, it has been ruled by the commissioner of internal revenue. Millers will be required to mark packages with the words "Mixed Flour" or "Victory Mixed Flour," and to use coupon stamps in payment of taxes.

Supply Trade

THE WORD "Legrain" has been registered as trade mark No. 111,214 by the B. F. Goodrich Co. for use with conveyor belts made of rubber reinforced with fabric.

AN EMBARGO against the shipment of virtually all kinds of lumber from any point in the United States and Canada to any point east of the Mississippi river and north of the Ohio river excepting shipments for war purposes has just been announced.

THE REPORT that Mr. C. Wilkinson of Philadelphia, Pa., has severed his connection with the Invincible Grain Cleaner Co., of Silver Creek, N. Y., appears to be false. Mr. Wilkinson still represents the Invincible line with headquarters at Philadelphia.

THE MAROA MFG. Co., or Moroa, Ill., reports a very satisfactory business, with quite a number of recent installations of its air blast car loaders. There is a very good reason for this in the fact that this firm advertises regularly in the Grain Dealers Journal.

EVEN IF WAR CONDITIONS interfere with immediate business a goodly number of large business houses are maintaining their advertising at top-notch to develop goodwill for after-the-war. This is true of many of the Journal advertisers and the resulting benefit will more than compensate for any expense.

THE BUILDING of an elevator leg such as the HALL SPECIAL is a problem in mechanics as much as the construction of a suspension bridge. Every single part has expert attention. Each assembled unit such as the head pulley, boot, or cups, is tested for its special adaptation before being passed upon as suitable.

AT THE REQUEST of the Government the range of styles in internal combustion engines is to be cut down and the manufacture standardized as a war conservation measure. The same applies to tractors. The regulation of production has been practically decided upon so as to insure the necessary steel supply for munitions.

ARGENTINA still has available for export 2,000,000 tons of wheat from the last crop and 1,500,000 tons of other cereals, according to announcement made by the ministry of agriculture Sept. 11. This is in addition to the 2,500,000 tons bot by the Allies in the grain convention and already shipped.

New Secretary of Memphis Exchange.

Walter J. Fransioli, whose portrait is reproduced herewith, has been appointed sec'y of the Memphis Merchants Exchange to succeed the late N. S. Graves.

Mr. Fransioli has been connected with the Exchange for several years, and for the past 6 years he has been assistant sec'y. During the illness of Mr. Graves the work of the office was in charge of Mr. Fransioli as acting sec'y.

He is thoroly familiar with the needs of the trade in that market, and an indication of the measure of esteem in which he is held by the members of the Exchange may be gained from the fact that the board of directors did not consider any other name than that of Mr. Fransioli in choosing a sec'y after Mr. Graves' death.

Regulations Can Not Require Sales at a Loss.

Judge Valente of the City Court of New York in the case of Majestic Coal Co. v. W. J. Bush & Co. sustained the contention of plaintiff who had contracted for coal at \$3.75 at the mine and resold at \$3.92, a profit of 17 cents a ton, that he was not required to sell at a loss, when the order of the Fuel Administrator subsequently fixed the price at \$2.41 per ton at the mine.

Plaintiff had contracted and paid for the coal on the higher basis. Defendant alleged that plaintiff could not charge more than \$2.41, plus 17 cents.

The court said "There is serious doubt in my mind of the validity of paragraph 11 in the rules and regulations of the U. S. Fuel Administration issued Oct. 6. Such a regulation could not be deemed to be retroactive; but, if it is so unfortunately worded as to imply that it is retroactive, then and in that event it must be held void and illegal and contrary to the congressional act of Aug. 10, 1917, and the executive orders thereunder.

"I can not find anything in the act and the executive orders which could compel legitimate jobbers in fuel to sell coal at prices less than the prices bona fide paid by the said jobbers to the mines. If there were anything in them to that effect, it would be void and unconstitutional. Confiscation can not be achieved under the guise of legislation."

The foregoing statement by the court would seem to apply to the case of country grain dealers who had paid around \$2.50 to \$3 to farmers for wheat, and who had the market taken from them by the regulations of the food administration.

PROFESSOR G. I. Christie of Purdue University, Indiana, has been nominated by President Wilson to be assistant sec'y of agriculture.



Walter J. Fransioli, Memphis, Tenn.
Sec'y Merchants Exchange.

WE ARE READY FOR BUSINESS

Through the Food Administration Grain Corporation the grain business of the country practically has been turned back to grain dealers.

It is now our business to demonstrate that we can wisely and economically handle the great grain crops of this country, including wheat. Our facilities ramifying in many directions from Chicago, which include large storage and excellent drying facilities, are at your service.

Men trained for years in the grain business, who know how to get satisfactory results, welcome an opportunity to serve you efficiently.

Send us your consignments.

Wire us collect for bids.

Send us samples of your grain.

Read the weekly Rosenbaum Review.

J. ROSENBAUM GRAIN CO.

Chicago
Kansas City
Oklahoma City
Fort Worth

Galveston
New York
New Orleans
Omaha

Improved Railroad Claim Book

Containing, in proper order, spaces for and list of just the information necessary to prove a claim. Its use insures prompt action by claim agent because he is not forced to lay aside claims until he has time to write for further evidence. The carbon copy which remains in the book serves as a gentle reminder for shipper to keep after the claim until it is paid.

The addition of a two page index, showing at a glance just which claims have not been settled, dates of filing, etc., to our line of Railroad Claims Books, means a saving of time and labor for users.

Printed on good bond paper and well bound with form sheets of carbon paper. Originals are machine perforated so they may be removed without tearing.

Now Carried in Three Styles

Form 411-A contains 100 sets of "A" Loss of Weight in Transit blanks only, Price \$1.35.

Form 411-E contains 100 sets of "E" Overcharge in Freight or Weight blanks only, Price \$1.35.

Form 411-5 contains 100 sets:—60—Form A. Loss of Weight in Transit; 10—Form B. Loss in Market Value Due to Delay; 10—Form C. Loss in Quality Due to Delay in Transit; 10—Form D. Loss in Market Value Due to Delay in Furnishing Cars; 10—Form E. Overcharge in Freight. Price \$1.35.

Your system is not complete unless you are using these books. Collect money due you from railroads promptly and save time, labor and worry. Order today.

Grain Dealers Journal

315 So. La Salle St.,

Chicago, Ill.

Your Opportunity

is here. Now is the time to let the elevator man know you want his business. Advertise in the

Grain Dealers Journal

Michigan Bean Jobbers Meet at Saginaw.

The 26th annual convention of the Michigan Bean Jobbers Ass'n was held Sept. 19-20 at Saginaw in the Hotel Bancroft, with first vice-pres. G. F. Allmendinger, of Ann Arbor, acting as presiding officer in the absence of Pres. W. J. Orr, of Saginaw. Mr. Orr was prevented from attending by illness.

After the usual address of welcome, which was delivered by Julius F. Kirby, pres. of the Saginaw Board of Commerce, and the response on behalf of the Ass'n by Frank E. Nowlin, of Albion, the annual address of Pres. Orr was read by Mr. Allmendinger. This reviewed the work of the Ass'n in laboring for better conditions in the bean handling industry in the state and nation. Mr. Orr advised the members to proceed with caution in conducting their business on the coming crop.

An address on "The Food Administration" was delivered by G. A. Prescott, state food administrator, of Lansing, and this was followed by a talk by Kenneth P. Kimball, who is in charge of the Bean Division of the Federal Food Administration. Mr. Kimball especially asked the members of the Ass'n that they file complaints supported by the evidence they are able to gather about all matters which they feel are not being handled satisfactorily, and he stated that in the past, when this had been done, matters had been adjusted in almost every case.

E. E. Doty, pres. of the New York State Bean Shippers Ass'n spoke on conditions in his territory.

A scheduled address on "The Profits I made Thru Handling Farm Products Last Year" was not delivered because of the absence of John N. McAllister, of Caro.

M. J. Hart, of Saginaw, spoke on "The Cost of Doing Business," saying that the average elevator man in the past has not given attention to this matter, making his profit out of speculation, but that now he should get down to a business basis, learning what are his costs of operation and applying the knowledge thus gained in arriving at his selling prices. He pointed out that it costs more to do business on a small tonnage than on a large tonnage, and that every dealer should adopt something like the budget system, figuring about how much of each commodity he can expect to handle during the year; then determining the percentage of profit which he must have to pay his expenses and to allow himself a decent salary, as well as to permit the business to show a reasonable profit.

F. E. Lewellyn, of Grand Rapids, spoke on "The Legitimate Margin of Profit for Doing Business." He said that Mr. Webster defines profit as "that which is left after paying all expenses; or, benefit or the accession of good," and that altho he could find little about the bean business of the past year to fit in with this definition, he recognized that there is need for serious consideration of the subject. He then discussed the salient points in determining the profits of a business.

Mr. Lewellyn: I should like to ask Mr. Kimball whether the cost of bags enters into the 12% profit allowed the elevator man.

Mr. Kimball: If I remember correctly, in a former meeting you figured 7% as the cost of doing business, including the cost of bags, and felt you should have 5% more. The regulation now stands that way.

A Dealer: Does the cost of the bag figure in costs in California?

Mr. Kimball: It does, but California dealers have filed a brief asking for a revision of the present schedule, giving a profit allowance over the cost of the beans and bag. Your Ass'n should file a statement of the cost of doing business.

A message of congratulation and hope for a successful convention and a successful year was received from the Richardson Scale Co. and read by Mr. Allmendinger.

E. L. Wellman, Grand Rapids, spoke on "Price Prospects for This Crop," saying that the average price over a period of 20 years is around \$1.75 per bu., and that today beans are too high, considering the prices of other commodities, and that at 15c to the consumer a substitute will be used.

Geo. Dimond, St. Louis: On the profit basis of 12% to elevators, is not 5% to the jobber excessive?

Mr. Lewellyn: Five per cent to the jobber is about fair, but I do not think 12% enuf for the elevator man.

G. A. Brown, Detroit, spoke on "Trade Acceptances," and at the conclusion of his address the Ass'n voted that trade acceptances be not used by members of the Ass'n.

The "Bean Schedule" was discussed by Mr. Aymer, of Fairgrove, and others, and upon motion it was voted that a schedule based on 7c per pound to pickers be printed and distributed to members.

Friday Morning Session.

Mr. Allmendinger announced that, with 31 new members admitted at this meeting, the total membership of the Ass'n now is 332.

Inspector E. W. Burkhart made his annual report, showing that a total of 1,444 samples of beans had been inspected during the year.

The report of Treas. W. I. Biles, of Saginaw, showed receipts during the year of \$6,591.26 and expenditures of \$4,935.14, with a balance of \$1,656.12 in the treasury, in addition to bonds in the amount of \$3,000 held by the Ass'n.

Mr. Biles also reported for the com'ite previously appointed to consider the question of heavier bags, that the com'ite recommends that, until a further conference can be had with the Food Administration, nothing can be done along this line. The com'ite asked, however, that shippers exercise greater care in loading to prevent much of the loss now said to be due to the light bags.

By-Law Amendments.

The report of the com'ite on amendments to the constitution, by-laws, regulations and contract was read by M. J. Hart. Changes were made as to the qualifications for membership; the rules regulating the making of inspections were modified to authorize the board of directors to appoint deputy inspectors; the fee on arbitration cases was raised from \$5 to \$10 and complaints now are to be filed with the sec'y of the Ass'n instead of with the chairman of the arbitration com'ite; dues for active members were raised from \$10 to \$20 and for associate and honorary members from \$5 to \$10; the terms of sale in the official contract were modified and more clearly defined, the principal change being the adoption of a rule requiring that drafts between members and the trade without the state be drawn so that the draft must be paid within 30 days or on prior arrival of car, and providing that if it be paid within 10 days after its date a discount of 1%

shall be allowed; a carload of beans was defined as 60,000 lbs. unless otherwise specified; the duties of buyer and seller as to shipping instructions were clearly established; and shipping weights at time of loading were made the basis for settlement of contracts.

In addition to these amendments, the board of directors was authorized to consider the use of the moisture test in grading, and to establish percentages for the various grades, as well as the method for making tests.

A resolution offered by C. E. De Puy, of Pontiac, requesting the Food Administration to include the cost of containers before figuring the 12% profit was adopted.

The arbitration com'ite reported the handling of 18 cases during the year.

A message from the Toledo Produce Exchange, inviting the Ass'n to hold its mid-winter meeting in Toledo, was read.

The usual resolutions of thanks and of loyalty to the national government were adopted.

Election of Officers.

The report of the nominating com'ite was read by Joseph Frutchey, chairman, and the following officers were elected for the ensuing year:

Pres., Christian Breich, Lansing; 1st vice-pres., G. F. Allmendinger, Ann Arbor; 2nd vice-pres., F. E. Kelsey, Cass City; 3rd vice-pres., K. R. Smith, Ionia. Board of directors, Frank Nowlin, Albion; F. E. Lewellyn, Grand Rapids; Charles Francis, Standish.

Adjourned *sine die*.

A pleasing feature of the convention occurred Friday morning, when an address was delivered by Lieut. Robert Horine, U. S. A., who had just returned from service in France. Lieut. Horine recounted his experiences abroad from the time his division landed in February last, until he embarked for the return to America in August. During this time he had served for about two months in the trenches in a quiet sector in Lorraine; and had taken part in the fighting at Chateau Thierry when the American troops stopped and hurled back the advancing German hordes, and first gave to the world convincing proof that American soldiers are fully equal to any fighting man that this war has produced. His address was quite interesting and it moved the assembled members of the Ass'n to frequent demonstrations of their patriotism.

FAILURES among Chinese rice dealers recently have involved amounts approximating a total of \$3,000,000. The reasons assigned for the bankruptcy of the firms are the high rate of exchange and the steady rise affecting those who have fixed their exchange for future shipments, comparative scarcity of rice due to flood conditions, the demand from the United States being in fact greater than the supply, and the inability or difficulties of obtaining American import licenses for rice.

No STACK of straw remaining from the crops of last year or the product of the crops of the present year in either of the provinces of Manitoba, Saskatchewan or Alberta, Canada, shall be burned or otherwise destroyed without the written permission of the deputy minister of agriculture of the province, under a recent order in council of the Canadian government. Penalty for violation of the order is a fine of \$10 to \$100, or imprisonment of not more than 30 days, or both fine and imprisonment.

Feedstuffs

CHATTANOOGA, TENN.—The Winer Feed Co. has been incorporated with \$100,000 capital stock.

MILWAUKEE, WIS.—A 4-story brick warehouse, 90x120 ft., will be built at the plant of the Charles A. Krause Milling Co.

THE ST. LOUIS MERCHANT EXCHANGE his wired protests against the bill introduced by Senator Gore prohibiting the shipment of feedstuffs containing impurities.

DODD, COLO.—An alfalfa mill with a capacity of 50 tons daily is being erected here by an organization composed of J. P. Dillon, of Sterling, L. M. Beck, of Brighton, John F. Valley, of Denver, and others.

AT THE recent meeting of the Sweet Feed Manufacturers Ass'n the name was changed to the Pilot Wheel Feed Ass'n. The organization plans to raise a fund of \$100,000 for a co-operative advertising campaign.

MILLERS have been notified by H. D. Irwin, zone agent of the Food Administration at Philadelphia, that sales of wheat screenings in excess of the bran price will be considered a violation of the rules.

FEED DEALERS in conference with the food administration coarse grain section at Washington recently agreed to a 15 per cent profit on individual transactions and to net profits on 6 months' gross sales of 4 per cent.

BUFFALO, N. Y.—The Market Feed & Grain Co., incorporated; capital stock, \$50,000; incorporators, Byron E. Waver, Daniel C. Ryan, Frank A. Hanson and Charles Lippert. The company has taken over a feed mill and will operate it.

OWENSBORO, KY.—The American Milling Co. commenced operations at its plant Sept. 10. T. O. Van Nostrand, of Chicago will be general superintendent. The main office of the company will be located in Peoria, Ill. Dairy, horse and poultry feed will be manufactured.

DECLARING that it is impossible to operate at a profit under the prices and requirements established by the food administration, every cotton-seed crusher in Oklahoma, represented in the Oklahoma Cotton-seed Crushers Ass'n, discontinued the buying of cotton-seed and closed its doors Sept. 11.

LITTLETON, COLO.—The new plant of the National Alfalfa Products Co. was placed in operation recently. The occasion of the opening was devoted to an auction for the benefit of the Red Cross. The first hay ground by the mill, several head of cattle and 2 building lots were sold and the money contributed to that organization.

THE NEW YORK STATE Food Commission has suspended the feed regulations that were to have been effective Sept. 15, in response to a protest from manufacturers, who will be given a hearing Oct. 8 at Albany. The rule requires the manufacturer to print on a tag on each package the percentage and kind of "adulterants" in a list given by the Commission. Among those who appeared in protest at a recent conference with the Commission were S. T. Edwards, and R. W. Chapin of Chicago; and F. A. McLellan, Buffalo.

MINNEAPOLIS, MINN., Sept. 12.—Receipts of mill feeds during August were 1,655 tons, compared with 2,863 tons in August, 1917, and shipments were 67,885 tons, during the month, compared with 49,388 tons in August last year.

Protest Gore Amendment.

An effective protest against the amendment proposed by Senator Gore to the food production bill was voiced Sept. 16 and 17 by the representatives of the feed manufacturers at the hearing before the conferees of the House and Senate at Washington.

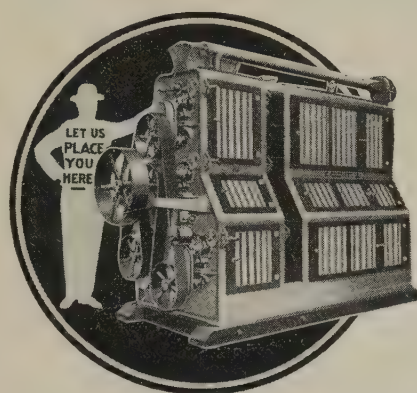
Harold A. Abbott, of the Albert Dickinson Co., who is pres. of the American Feed Manufacturers Ass'n, informed the legislators that the law would prevent the interstate shipment of brands of feeds that now meet requirements of all state food laws.

A. Stamford White, pres. of the Chicago Board of Trade, said it was an economic saving to utilize the hundreds of thousands of tons of screenings cleaned out of grain each year.

John K. Haywood, of the Bureau of Chemistry said the amendment was neither feasible nor enforceable.

More than a score of manufacturers impressed the conferees with the advisability of dropping the measure or completely recasting it.

GRAIN BUYERS of North Dakota have been informed by J. A. McGovern, chief deputy grain inspector, in a circular letter that they are not privileged to deduct 10 pounds to a load of grain to overcome shrinkage in store. He says that where dockage is less than one per cent no dockage shall be taken; and individual scale tickets must be issued on every load.



Double Your Profits

By Installing This Wonderful Flour Mill In Your Elevator

By installing an AMERICAN MIDGET MARVEL SELF-CONTAINED ROLLER

FLOUR MILL in your elevator you can supply the flour needs of your community, and surrounding communities as well.

Here is a big money making and dignified business all ready for you. You have the buying power. You have the elevator and the power. You have the market. The only additional investment you have to make is the price of the mill.

And remember, at the same time you are helping this country's resources by milling the flour in the community where it is grown.

American Midget Marvel Mill

Every American Marvel Mill Owner is entitled to market his flour under our nationally advertised brand, "FLAVO FLOUR"—a name that is known to housewives everywhere.

We advertise flour nationally.

You need absolutely no milling experience. Your products are inspected free by our Service Department every month to keep up the quality. We give you helpful hints on how to sell your flour. In short, your success is assured.

Write today for our free booklets—"The Story of a Wonderful Flour Mill" and "Milling Evidence." They tell you all about our 30 day free trial and guarantee. And about the success others are having.

Write for it today and get the facts.

ANGLO-AMERICAN MILL CO.
435 Trust Building Owensboro, Ky.



Seeds

CHAMPAIGN, ILL.—The Champaign Seed Co. has been dissolved.

ELKTON, MICH., Sept. 19.—We need good weather for harvesting beans.—G. E. O'Dell.

DENISON, IA.—The Northwestern Seed Co. has purchased a site on which to erect a large seed house.

BELDING, MICH., Sept. 19.—Most beans are under cover, and some few beans have moved.—P. H. Maloney.

MILWAUKEE, WIS.—The capital stock of the G. H. Hunkel Co. has been increased from \$10,000 to \$25,000.

MINNESOTA has 1,000,000 bus. of selected seed corn in bins, according to A. D. Wilson, state food administrator.

SHERMAN, TEX.—We will consolidate with Pittman & Harrison Co., grain dealers.—Texas Seed Breeding Farms, T. H. Andrews, mgr.

WILLIAMS, MICH., Sept. 19.—About one-half a bean crop. One-half of this will be good, and the other half fair to poor.—O. D. Corwin.

DALLAS, TEX.—The David K. Hardy Seed Co. has been incorporated with \$20,000 capital stock by R. J. and J. A. Meredith and A. J. Biggio.

WHEELER, MICH., Sept. 20.—Beans will be a good average crop if weather conditions are satisfactory.—Guy M. Rowell, mgr. Wheeler Elvtr. Co.

GREEN BAY, WIS.—C. A. Olson, formerly of Milwaukee, has formed the Green Bay Seed & Feed Co. to deal in clover and timothy seed and feedstuffs.

DES MOINES, IA., Sept. 17.—The second clover harvest has been delayed in the northeastern part of the state by heavy rains.—Charles D. Reed, meteorologist, U. S. Weather Bureau.

DENVER, COLO.—The Rocky Mountain Bean Jobbers held a meeting here recently and elected the following officers: Pres., James McSwigan; vice pres., Grant Wilson; treas., Mortimer Simons.

MINNEAPOLIS, MINN., Sept. 12.—Receipts of flaxseed during August were 94,400 bus., compared with 92,000 bus. in August, 1917. Shipments were 14,400 bus., compared with 22,470 bus. in August, 1917.

DULUTH, MINN.—Receipts of flaxseed during August were 24,089 bus., compared with 76,036 bus. in August, 1917. Shipments in the month were 96,926 bus., compared with 141,888 bus. in August, 1917.—Chas. F. Macdonald, sec'y Board of Trade.

THE CANADIAN PACIFIC RY. CO. is making tests of a new variety of wheat alleged to yield more than 100 bus. per acre. The new wheat is a cross between an Egyptian wheat and a hard Canadian wheat, and the heads contain 70 to 85 kernels of hard wheat.

OVER 1,500,000 pounds of timothy seed will be produced in the Upper Clearwater District of Idaho, it is estimated. This will be a yield of about 400 pounds per acre, and the crop will be normal in spite of the fact that a shortage of hay has caused about 50% of the acreage usually harvested for seed to be cut for hay.

A DESIGN showing the word "Thrifty" superimposed upon a four leafed clover, with the whole surrounded by a double triangle with the apex of each pointing downward has been registered as trade mark No. 110,562 by the Crabbs Reynolds Taylor Co. of Crawfordsville, Ind., for use with alfalfa seed, clover seed, timothy seed and other grass seeds.

KANSAS CITY, Mo., Sept. 11.—Receipts of kahir during August were 28,600 bus., compared with 7,700 bus. in August, 1917. Shipments were 114,000 bus., compared with 9,000 bus. in August last year. No flaxseed was received in August this year, while in August, 1917, 13,000 bus. arrived. Shipments last month were 4,000 bus., compared with 6,000 bus. in August, 1917.—E. D. Bigelow, sec'y Board of Trade.

APPROVED methods of alfalfa seed production under irrigation in the Snake River Valley of southern Idaho are described in Idaho Station Bulletin No. 101 by L. C. Aicher. Alfalfa seed is said to be produced in this region at elevations ranging from 2,000 to 5,000 feet, the principal factors involved being climate, moisture, wind, and insects, especially leaf-cutting bees. The yield of seed varies from 1 to 15 bu. per acre. Directions are given for harvesting and marketing the crop.

THE RELATION of size of seed and sprout value to the yield of small grain crops has been investigated extensively by T. A. Kieselbach and C. A. Helm, and the results of their studies are reported in Research Bulletin No. 11, issued by the Nebraska Experiment Station. Based on a review of 60 experiments by various investigators it is indicated that, when space planted to permit maximum development of individual plants, a higher yield per plant is obtained from large than from small seed; when planted in equal numbers at a rate optimum for large seed, a lower yield is obtained from small than from large seed; when planted in equal weights at a rate optimum for the large seed, all three grades, large, small and unselected yield equally; when distinct grades are obtained by using a fanning mill and planted in equal volumes slightly larger yields are apt to result from light seed. The difference in favor of large or heavy seed as compared with the original unselected seed is very slight and is deemed to have little practical significance, indicating that the use of the fanning mill consists largely in the removal of weed seeds and trash.

HEMP SEED, canary seed and alfalfa seed, used principally for feeding of caged birds and, in the case of canary seed, to a certain extent for feeding blooded stock, have been placed on the List of Restricted Imports by the War Trade Board as from September 18, 1918. All outstanding licenses for the importation of these seeds have been revoked as to ocean shipments from abroad after September 18, 1918, the importation of hemp seed and canary seed by ocean shipment from abroad after that date being totally prohibited. No licenses will hereafter be issued for the importation of alfalfa seed for ocean shipment from abroad after September 18, 1918, except for such shipments as the Seeds Stocks Committee of the Department of Agriculture may approve, and applications therefor must be submitted to the Seeds Stocks Committee for its recommendation before action thereon is taken. It is estimated that a saving of 1,800 dead-weight tons will be effected by the re-

strictions on these seeds, which come in the case of hemp seed from China, canary seed from Argentina, and alfalfa seed from Russian Turkestan. Adequate substitutes for these seeds for the feeding purposes mentioned above are found in the United States.

From the Seed Trade.

DENVER, COLO.—The alfalfa seed coming from this State this year, in our opinion, will be less of about one-half than what we had last year.—Barteldes Seed Co.

LINCOLN, NEB.—The alfalfa crop seems to be pretty good in this section, altho there is very little of it threshed at the present time. Will not have any timothy, blue grass or alsike. There will be some Red Clover but no big amount. It has been too dry with us this summer for any thing to do real well. Hay is also high and a lot of fields have been cut for hay.—Gunn Seed Co.

ATLANTA, GA.—Field seeds especially used in the Southeast such as field corn, cotton seed, etc., give promise of being in fair supply, and no shortage is anticipated for next season's planting. So far as carry over is concerned, according to our best information this is comparatively limited, and it will hardly be an appreciable factor in next season's markets.—H. G. Hastings Co.

TOLEDO, O.—A seaboard dealer predicts that no permits for export of clover seed will be granted this season. That would be an easy way of keeping all our crop at home. Foreigners were buyers early when our prices were low on the favorable crop outside. Our foreign friends all realized several weeks ago. There may be others. Government could suggest that a maximum price be put on by the different seed centers. This was talked of last year, but fortunately the seed exchanges were able to control their own affairs and the season worked out fairly to all concerned.—C. A. King & Co.

TOLEDO, O.—Timothy market a big affair this week. Volume of trade probably the largest since Toledo took the lead and showed the way to the world. Not alone in the futures, which mean new seed, but considerable old prime changed hands. Can't help but feel the latter is going to look mighty sweet before another crop is made. This is based on the reports that the new crop is very short and quality very inferior as a

Imports and Exports of Seeds.

June imports and exports of seeds, compared with June, 1917, and for the 12 months ending June 30, compared with the corresponding months of 1916-17, as reported by the Bureau of Foreign and Domestic Commerce, were as follows:

	IMPORTS.			
	June 1918.	1917.	12 mos. ended June 1917-18.	1916-17.
Flaxseed, bus.	1,217,760	1,123,731	13,187,609	12,393,988
Castor beans, bus.	31,406	96,498	1,222,934	766,857
Red clover, lbs.	45,450	377,682	905,709	5,971,267
Other clover, lbs.	532,799	328,481	7,072,386	12,200,892
Other gr. seed, lbs.	88,222	410,132	5,974,944	9,187,613
Sugar beet, lbs.	372,675	500	15,635,542	14,469,774
EXPORTS.				
Flaxseed, bus.	58	169	21,481	1,017
Clover seed, lbs.	921	330,585	9,439,314	5,886,893
Timothy, lbs.	69,223	547,631	8,520,173	15,139,913
Other gr. seed, lbs.	67,949	628,804	3,563,556	5,666,047

whole. Indiana dealer illustrates it thus: "We are experiencing a great deal of trouble here in making delivery on contracts. The quality of the seed is very difficult to market this year to the standard we have set." Bulls were not accustomed to getting profits so quickly, like the sudden big upturns last Monday. Quite a few took profits resulting in a setback from the high. When this selling ceases and the offerings are absorbed, market will be in a healthier position, and be very susceptible to any factors favoring it.—J. F. Zahm & Co.

LAWRENCE, KAN.—There is very little red clover, alsike clover and timothy seed raised in this state and the crop this year is rather short. Kentucky blue grass is not raised here at all. English blue grass or meadow fescue was raised in former years here in large quantities but this year the crop is almost nothing. The crop of alfalfa seed will be about half of what we had last year. There was no seed from the first cutting, all was cut for hay and we did not expect hardly any from the second cutting, but a good deal is coming in and we expect more will come in. The early thrashed is of fine quality, the later thrashed not quite as good. There may be some seed of the third crop but it is too early to tell now. If frost holds off may have quite a lot from the third crop. If we have an early frost may not have any. Cane seed is about half crop. Millet seed about half crop. Kafir corn, milo, feterita and other grain sorghums are rather poor crops, but since there is only limited quantities used for seed, we will have enough. Do not know of any large quantities of seeds carried over from last year.—The Barteldes Seed Co.

Supreme Court Decisions

Goods Presumed in Good Order When Delivered to Carrier.—Where goods were delivered to a carrier for shipment, the B/L containing no statement of their condition when receipted for, the presumption arises from the receipt of the goods without objection noted in the receipt that they were in good condition as far as apparent on ordinary inspection.—Adams Express Co. v. White. Court of Appeals of Maryland. 104 Atl. 110.

Delivery to Private Switch.—That a railroad may put goods on a siding does not make it other than private within B/L that carrier shall incur no liability for goods received from or delivered on private sidings, where such place of delivery was fixed by the bill, with the making of which the terminal carrier had nothing to do.—Chas. Vianchi & Sons v. Montpelier & W. R. Co. Supreme Court of Vermont. 104 Atl. 144.

Shipper Must Deliver to Designated Carrier.—While ordinarily, as between the consignor and the consignee of goods which the consignee has directed the consignor to ship to him, delivery by the consignor to the carrier of the goods is delivery to the consignee, yet, where the order and contract for the goods names the carrier to whom they are to be delivered for shipment, delivery to a carrier other than as contracted is not delivery to the consignee. Especially is this true in this case, where the uncontradicted evidence shows that the goods were never received by the consignee.—Mills v. Kenyon Printing & Mfg. Co. Court of Appeals of Georgia. 96 S. E. 346.

Delay in Sending B/L.—Instruction that, if seller of carload of flour sent B/L and draft to bank other than agreed on, causing delay in delivery and accrual of demurrage, buyer could refuse to accept carload unless plaintiff paid demurrage was error, where there was evidence, ignored by such instruction, that buyer agreed to accept and pay demurrage upon a rebate in price per barrel.—Lillard Milling Co. v. Brooks & Few. Court of Civil Appeals of Tex. 204 S. W. 686.

Factors.—A factor is one who not only receives goods and merchandise for hire, but, being intrusted with the possession, control, and disposal of the goods of his principal for a commission, has a lien for all advances made thereon and expenses incurred in respect thereto. In order to liquidate such demands, he may, as a general rule, and in accordance with the usages of trade, sell a sufficiency of the goods so intrusted (Civil Code 1910 § 3502; Whigham v. Fountain, 132 Ga. 277, 63 S. E. 1115); but even tho the factor's agency be thus coupled with an interest, if there should be an express contract whereby the goods are to be held until a sale is authorized, the factor is bound by the terms of the agreement as actually made, and is liable to the owner for any damages which may be sustained by reason of an unauthorized sale. Wood v. Jones, 10 Ga. App. 735, 73 S. E. 1099.—Campbell v. Redwine Bros. Court of Appeals of Georgia, 96 S. E. 347.

MORE Wisconsin threshermen have signed pledge cards to thresh according to the wheat saving rules of the Food Administration than any other state in the union. Near Conway Springs, Kan., six straw stacks have been ordered rethreshed because when it was threshed the first time the machine was in bad order and much of the grain was not saved.

HESS GRAIN DRIERS

Ten sizes—all capacities.

Continuous and batch discharge.

Dry anything granular; grain, seed, peas, beans, cotton seed, etc.

New Booklet ready.

HESS WARMING & VENTILATING CO.
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For steam heat only (see Fuel Administration's ruling on fire heated driers)

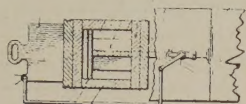
Shortage of skilled labor, and restrictions in the use of steel suggest early purchases

Patents Granted

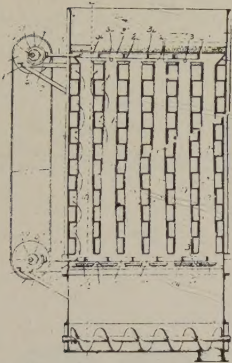
1,275,477. Grain Car Door. William P. Ruble and William B. Stevens, Esmond, N. D. A car door is provided on each opposite side edge with a vertical series of teeth, worms are mounted to turn about vertical axes, and the worms engage the two series of teeth for raising or lowering the door.

1,275,819. Grain Pickling Machine. Elsie Wright, Condon, Ore. A grain receiving chamber and a liquid receiving tank are mounted in combination. The tank has a valve and faucet, and the grain receiving chamber a slidable gate, and these are connected in a suitable manner with a crank, connecting rod and link arm whereby when the gate on the grain chamber is opened the connecting rod is shifted to operate the faucet valve on the tank.

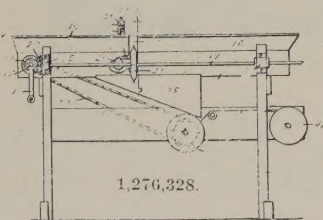
1,276,328. Seed Corn Sampling Machine. Charles Edward Clark, Hubbard, Ia. The machine comprises an endless device mounted for travel therein and adapted to



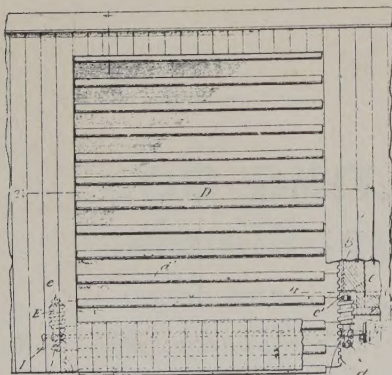
1,275,819



1,276,044.



1,276,328.



1,275,477.

receive and carry ears of corn, a pick mounted on the trough and adapted to engage ears of corn on the endless device and remove test kernels therefrom, means for simultaneously operating the endless device and pick, a roller journaled in the trough beneath the endless device, and a roller journaled above the first roller and also adapted for vertical movement, yielding pressure devices being provided for controlling such vertical movement.

1,276,044. Cottonseed Drier. Hubert C. Ellis and Norman C. Ellis, Evanston, Ill., assignors to Ellis Drier & Elevator Co., Chicago. A series of transversely extending vertical shafts are formed to hold material in columnar mass and provided with continuous foraminous sides flared from top to bottom to provide shafts for the passage of cottonseed. Between the flared ducts of the shafts are transversely extending supply and exhaust ducts with means for controlling the flow of material thru the shafts.

New Fort William Elevator Charges.

To the former schedule of charges and allowances of the public terminal elevators at Fort William and Port Arthur, Ont., there has been added the following, effective Sept. 1, for the ensuing year:

Screenings.

On oats, barley and flax carrying a dockage of 5% or more, after deducting 1% of the gross dockage for waste, a return may be demanded for the balance of the screenings.

If disposition of screenings covered by outstanding returns is not received within 30 days from date of unloading, they may be disposed of for account of whom it may concern.

The holder of warehouse receipts or shut-outs covering dockage is entitled to the same quality of screenings as taken from the car, as shown by the grain inspector's test.

Cleaning.

All oats and barley requiring cleaning will be cleaned on arrival, and when the dockage contains no other grain of commercial value, there will be no charge for cleaning, except on that carrying a return of screenings as above provided, there will be a cleaning charge of 1c per bushel.

On oats and barley carrying a return of other grain of commercial value, for first separation, computed on gross weight of car, an additional charge of 1c per bushel.

For each subsequent separation, computed on balance for separation, a further charge of $\frac{1}{2}$ c per bushel.

All flax requiring cleaning will be cleaned on arrival, and when the dockage contains no other grain of commercial value there will be no charge for cleaning, except on that carrying a return of screenings as above provided, there will be a cleaning charge of $1\frac{1}{2}$ c per bushel.

On flax carrying a return of other grain of commercial value for first separation, computed on gross weight of car, an additional charge of 1c per bushel.

For each subsequent separation, computed on balance for separation, a further charge of $\frac{1}{2}$ c per bushel.

Allowance for Invisible Loss and Shrinkage. On all grain received, deduction from the gross weight of each car to cover invisible loss and shrinkage in handling will be made as follows: Wheat, 15 lbs.; oats, 50 lbs.; barley, 50 lbs.; and flax, 28 lbs.

Surpluses.

No elevator shall retain any surplus in excess of $\frac{1}{4}$ % on any graded grain or dockage, as shown by the official records, it being understood that the disposition of such surpluses will be provided for by legislation.

TO ENABLE their friends in the trade better to follow the progress of our boys in France, the Brouse-Skidmore Grain Co., of Cincinnati, has sent out a relief map of that portion of Europe where the war is being fought, and in addition the map shows much of the Continent which is not now intimately connected with the war. As practically the whole of Germany, including Berlin, is shown, it should be of practical use until the job is finally completed.

Changes in Rates

As shown by tariffs recently filed with the Interstate Commerce Com'n the carriers have made the following changes in rates:

C., C., C. & St. L. in sup. 19 to 743-B quotes rates on grain and grain products to the southeast, effective Oct. 1.

Wabash in sup. 4 to H-6675 gives rates on grain and grain products from its line to eastern seaboard and Canada, effective Oct. 4.

Grand Trunk in sup. 32 to CK-166 quotes rates on grain and grain products from Ft. William, Ont., to eastern United States points, effective Oct. 1.

C., B. & Q. in sup. 91 to 3200-B quotes rates on grain and grain products between Missouri River points, and Chicago, St. Louis, Minneapolis, Winona and La Crosse, effective Sept. 30.

C. & A. in 2-E shows switching and other terminal charges, also rules governing absorption of switching, drayage and transfer charges at stations on its lines. Effective Oct. 15, except as noted in individual items.

C. B. & Q. in Sup. 91 to 3200-B names local, joint and proportional rates on grain, grain products, etc., between Missouri River Points and Chicago, Ill., St. Louis, Mo., St. Paul, Minneapolis, Winona, Minn., La Crosse, Wis., etc. Effective Sept. 30.

C. & E. I. in Sup. 8 to 7575-B quotes local, joint and proportional rates on grain, grain products, broom corn and seeds from stations on its lines in Ill., also Cairo, Ill., via M. & O. R. R., to stations in Illinois shown in tariff as amended. Effective Oct. 14.

Illinois Central in sup. 10 to 69-E quotes rates on grain and grain products from stations in Illinois, Indiana and Wisconsin to points on the Y. & M. V. R. R., effective Oct. 1. In sup. 11 rates are quoted from the same points to the southeast.

C. & E. I. in Sup. 4 to 622-D quotes local, joint and proportional rates on grain, grain products, corn cobs, broom corn and seeds from stations on its lines to points in Alabama, Arkansas, Connecticut, Delaware, District of Columbia, Florida, Illinois, Indiana, Iowa, Kentucky, Louisiana, Maine, Maryland, Massachusetts, Michigan, Minnesota, Mississippi, Missouri, New Hampshire, New Jersey, New York, Ohio, Pennsylvania, Rhode Island, Tennessee, Vermont, Virginia, West Virginia, Wisconsin and points in Canada shown in tariff. Effective Oct. 21.

ALEXANDER McD. YOUNG, prominent in the grain trade when Milwaukee was the leading grain market, died recently at that city, aged 75 years.

PROTESTS against the grading of grain at Minneapolis have been addressed to Gov. Burnquist, of Minnesota, by 4 South Dakota elevator companies, claiming to represent 850 farmers in the state, it is said. It is charged that the grain is being graded too low, and the protests were referred to inspection officials.

ELEVATORS in Buhl, Colo., are reported to have stopped advancing money on wheat recently on account of the shortage of cars. The dealers found that on the narrow margin under which they are working they cannot pay for wheat they cannot ship, for by so doing they are required not only to furnish storage space for the grain but also to pay interest on the money advanced. The matter has been taken up with the Food Administration Grain Corporation, and while awaiting relief from that source the dealers take in the wheat, store it, and will pay for it when they are able to make shipment.

The GRAIN DEALERS JOURNAL.

Insurance Notes.

FIELD MEN who have completed the inspection of elevators and mills in Indiana report conditions much improved as the result of the work done by the fire insurance men last year.

INVESTIGATORS are to be licensed if the suggestion of the National Convention of Insurance Commissioners is adopted that each state enact a law requiring that all those taking part in such investigations be licensed by the insurance commissioner, as is provided for licensing agents, brokers and adjusters.

SEC'Y McADOO in his report to the President states that reports from all but five of the more important railroads show that during the three years ending June 30, 1917, the premiums paid insurance companies aggregated \$16,021,369, while the total losses incurred during the same period were \$12,460,639, making an excess of premiums over losses for the three year period of \$3,560,730. Mr. McAdoo ignores the great saving of property effected by the fire prevention work of the underwriters, particularly the mutual companies.

A STATE DEPARTMENT for the adjustment of fire insurance losses will be recommended to the next legislature by Assistant State Fire Marshal Nettleton, who believes such a plan would bring about a material reduction in fire losses, inasmuch as the owner of property where the cause of fire was in doubt would be obliged to establish it was not of incendiary origin. This, he says, would tend

to prevent arson rings, collusion between dishonest property owners and unscrupulous agents and adjusters and other evils that combine to increase fire losses.

THE SUPREME COURT of Rhode Island has sustained the tax act of 1912 providing that "Every mutual insurance company and every mutual surety company incorporated by this state, shall be liable to taxation on its intangible personal property in the town where the corporation is located. Every stock insurance company incorporated by this state which

pays a tax, upon premiums and assessments under the provision of sec. 35 of this act shall be exempt from taxation on its intangible personal property in the town or city where such corporation is located." The law was attacked by the Manufacturers Mutual Fire Ins. Co., in a suit against the City of Providence, alleging it made an unjust and arbitrary discrimination, but the court held it to be within the power of the legislature to impose different burdens upon different classes.

THE RECORDS

OF THE

Flour Mill and Grain Elevator Mutual Insurance Companies

show that 80% of all fires in Mills and Elevators start in elevators. The installation of an automatic feeding device which will positively prevent an elevator choking from over-feeding and an automatic relief which will prevent an elevator choking from bin getting full or spout choking, will annually save millions of dollars in fire loss and add at least 50% to efficiency of any stand of grain elevators. These devices are perfected and are available for mill and elevator owners, are very inexpensive and absolutely practical. Full particulars will be furnished, free of charge, by this office, on request.

Mutual Fire Prevention Bureau
OXFORD, MICHIGAN

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It is now costing you something like 15 cents for each business letter as per list below. The remedy is not to use fewer letters but to produce better letters and part of a better letter is its appearance. Give your effort the good impression that follows good stationery. Steel Die Embossed Stationery is to the letter what good clothes are to the salesman, and the extra cost over the ordinary kind where you send out 25 letters per day does not exceed 10 cents.

Here is a conservative list of letter cost per hundred (This schedule omits cost of dictator's time, the largest item of all.)

	Type Printed	Steel Die Embossed
Stenographic Wages, assuming 50 letters per day, \$15 per week	\$5.40	\$5.40
Office overhead.....	5.40	5.40
Postage	3.00	3.00
Envelope making.....	.08	.08
Paper, high grade, 20lb.	1.00	1.00
Type Printing Letter Head and Envelope	.40
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DES MOINES, IOWA

J. A. KING, President GEO. A. WELLS, Secretary

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INCORPORATED 1877

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Insures Elevators, Mills, Grain Warehouses and Contents of same at Cost.

Insurance in Force \$34,010,102.93 Cash Surplus \$540,077.68

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HOME OFFICE: Alton, Illinois

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CONSERVATION

The Conservation of food products is one of the most vital questions before the country today, especially as it relates to the prevention of fire in country elevators. To allow grain to be destroyed through carelessness or lack of foresight is that much assistance rendered the enemy. Conservation inspections are now being made. Do your part in seeing that the recommendations made by inspectors are promptly and duly complied with.

C. R. McCotter
Western Manager
Omaha, Nebraska



C. A. McCotter
Secretary
Indianapolis, Indiana

A fire from any cause will be a calamity; a careless fire will be a crime

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Mutual Insurance for the Country Grain Dealer at actual cost

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Form 24. An indexed shipping ledger for keeping perfect record of the shipments of 5,000 cars. Facing pages are given to each firm to whom you ship and name indexed. The pages are 10½x15½ inches, used double.

The book contains 100 double pages. The best linen ledger paper is used. The regular ledger index in front will accommodate all names necessary. The book is tight bound in heavy cloth covers with leather back and corners. Price, \$3.00.

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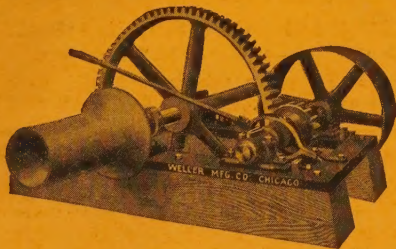
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*When the rails are covered with Snow and Ice
a pinch bar will not move your cars.*

Do not be caught unprepared.

We build Car Pullers that will handle
ONE CAR OR FIFTY CARS

General Catalogue G-20 describes
Car Pullers and our full line of

**Elevating, Conveying and Power
Transmitting Machinery
WELLER MFG. CO., CHICAGO**

The Government, after over two years of experiments and at great expense, has found that an efficient **dust collecting system will prevent dust explosions.**



We discovered it 25 years ago. The Supreme Courts have held that you are liable if you don't avail yourself of the protection. Never a dust explosion in a mill or elevator

that we have equipped.

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Minneapolis, Minn.